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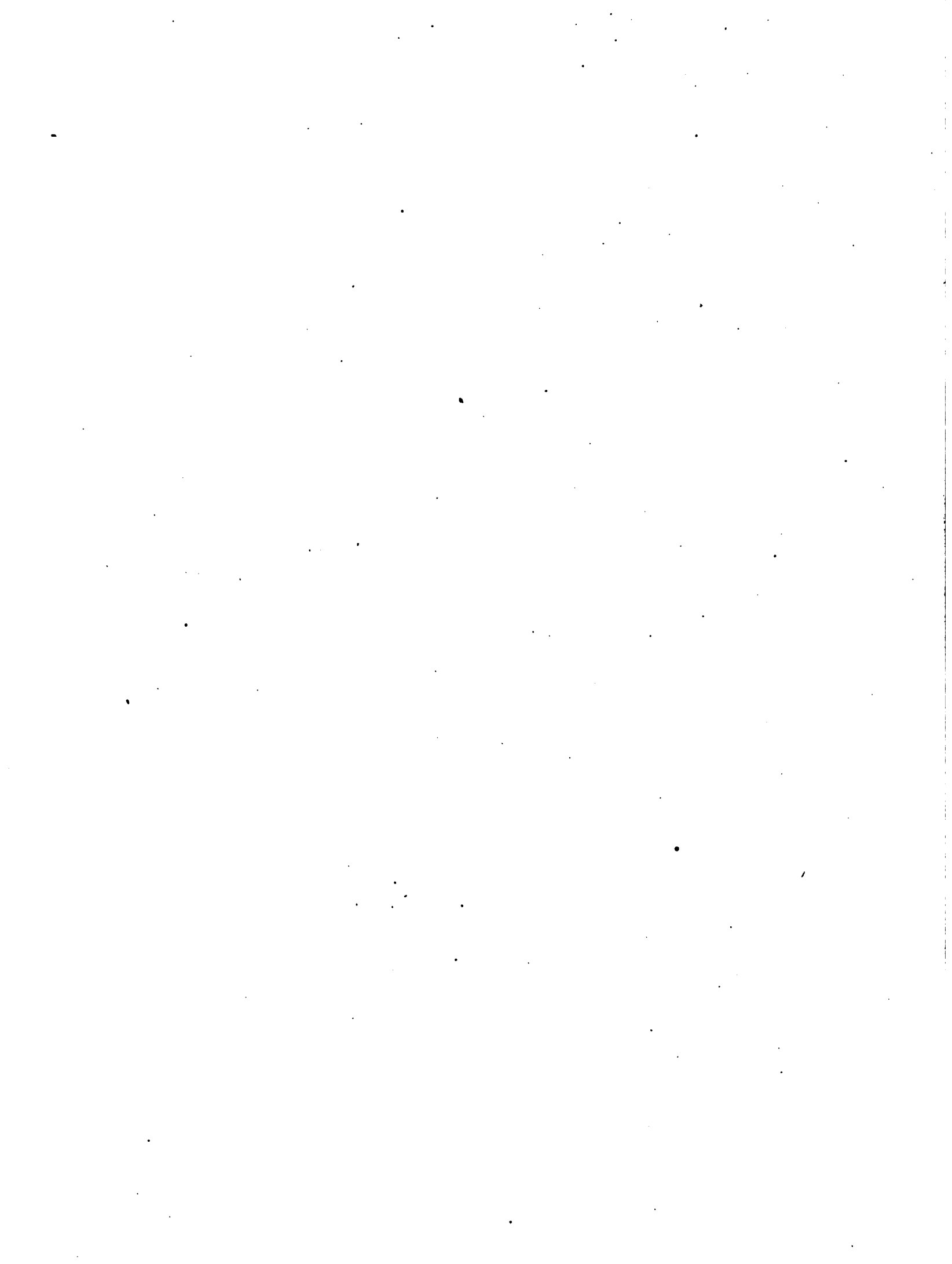
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AMERICAN DRUGGIST

AND

PHARMACEUTICAL RECORD,

A Semi-monthly Illustrated - -
Journal of Practical Pharmacy.

CASWELL A. MAYO, Ph.G.,
EDITOR.

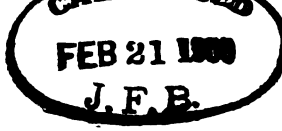
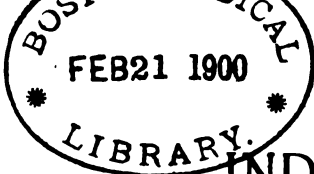
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THE SODA-FOUNTAIN.

THE glittering paraphernalia which decorate the soda counter have come to be regarded by the public as characteristic of the drug store as are those more homely insignia of the craft, the mortar and pestle. In considering this fact we must remember that a condition and not a theory confronts us. From the metropolitan fountain of translucent onyx and glittering silver, its electric fans and bevel-edged mirrors, its white-clothed, knowing and natty attendants, and its 3,000 glasses of soda per day, to the humble "goose-neck," which, on a lucky day, may be called upon a score of times, every soda fountain in an American drug store is there as the legitimate outcome of normal trade conditions, and if properly managed serves a proper purpose. There are many drug stores in which the soda-fountain has never found a place, and where its presence would work an injury instead of proving a benefit. It is possible that the number of stores where the soda-fountain might well be spared could be enlarged, but if properly managed there are but few drug stores where a soda fountain is out of place. In the very highest type of store, one in which scientific pharmacy finds its perfect exposition, the soda fountain is excluded, along with all the various odds and ends of sundries which have come to be considered a part of the druggist's stock in trade. Such a pharmacy is made possible in Germany by means of the governmental restriction on the number of pharmacies which may be opened in any particular locality. In the United States, even without this governmental restriction, there are probably half a dozen such stores. The possibilities which lie along the line of restricting the business done in the drug store to legitimate drug lines are humorously but suggestively outlined by M. Quad in another page of this issue. It is quite likely that there is room in each large town for at least one scientific pharmacy modeled somewhat on the German plan, but to make such a store a success will require

a somewhat rare combination of scientific ability and business acumen.

It is of more than passing interest to note that one of the most successful soda-water dealers in Cincinnati is at the same time the dean of a highly successful college of pharmacy, and one of the most widely-known analytical chemists of the State. This fact indicates that the sale of soda water is by no means incompatible with the higher pharmacy. When properly conducted the soda counter is by no means an undignified adjunct to the drug business, and moreover a very profitable one.

A LESSON FROM LONDON.

A STOCKHOLDER in the corporation of A. J. White, Limited, London, which was organized in England in 1897, with a capitalization of \$5,000,000 (£1,000,000), in order to carry on the sale of Mother Siegel's syrup, etc., has written to a London financial journal complaining of the falling off of dividends from this stock and attributing the decline in the sale of the proprietary remedy to the bad management of the directors in antagonizing the retail drug trade, by their failure to join in the Proprietary Articles Trade Association movement and by their catering to the cut-rate druggists and department stores. How serious a matter this is may be shown from the fact that the profits of the business for the last year were £40,000 (\$200,000) less than during the previous year. It is true, of course, that there may be other factors which have tended to decrease the profit in the carrying on of the business during the past year, but it seems highly probable that the complaining stockholder has struck the keynote of the situation when he taxes the directors of the company with bad management in having antagonized the retail drug trade, who, as the stockholder readily recognizes, are the natural and legitimate distributors of proprietary medicines. If the affairs of certain large manufacturers in the United States were open to public inspection as were those of A. J. White, Ltd., it is

quite probable that a similar result would have been noted as the outcome of the assumption of an attitude calculated to antagonize the retail drug trade of this country. There is no reason why the two interests, proprietors and retailers, should not work harmoniously, and there is every reason both of self interest and of justice why they should work together in harmony, and avoid such calamitous conditions as have come about in the affairs of the A. J. White Company above referred to.

BOARD STANDARDS.

SOME of the inquiries which come to our Queries and Answers Department from registered druggists in different parts of the country often lead us to wonder regarding the standard of qualification set by the Board of Pharmacy having jurisdiction in the State from which the inquiry was received. The standard in many States is not high, we know, and the question as to the subjects to examine upon is often a trying one for the members of the Board. Some boards are painfully sensitive about matters connected with the character of the examinations set by them and none more so than the New York City Board. When we undertook a short time ago to point out some inconsistencies in the questions set by the different examiners, both as to nomenclature and subject, the Board took offense, and meeting in solemn session resolved that no more examination questions of that Board should see the light in the columns of the drug press. Since it was not taken in good part our friendly criticism was wholly lost upon the members.

We are glad to observe from recent indications that the Board is beginning to take a broader view of matters, as becomes the Board of Pharmacy of the first city in the country, and we note that the character of the examinations is improving. Judging, however, from a recent publication, there still exists the need of an executive head, having authority to revise the questions and see that each examiner sticks to his subject and does not duplicate in his questions those belonging properly to another department. Why, for example, should the examiner in materia medica be restricted to the source of tannic acid in his paper, and not benzoic acid, which latter is reserved for the examiner in pharmacy? It may be well here to remind the examiners that smart weed is not official and has therefore no official name and that the official synonyms of potassium and sodium tartrate and sodium sulphate have no final s except in the vernacular of the people; also that the synonym of the last-named salt is derived from the name of the discoverer

whose name should be printed in the possessive case.

What the standard of the State Board of Florida can be we have no means of determining, since it is a long time since that Board has favored the pharmaceutical world with any information regarding the methods employed by them to determine the qualifications of the applicants for registration who appear before it for examination. That a campaign of education is needed there is evident from some of the letters which are received. Only the other day there came to us from a pharmacist in one of the larger cities of the State an inquiry worded as follows:

"I have some gum opium on hand which I wish to utilize. Will you please publish a formula for making laudanum?"

Can it be that the Florida Board has been carried away by the arguments of the author of the curriculum proposed for the New Jersey Board, and that the candidates for examination for license to practice pharmacy must now show a full knowledge of the intricacies of the philology of the pharmacopoeial description of *Rosa gallica* before they can be entrusted to deal out chill tonics, little early risers and liver rustlers to the pensive Florida cracker? If so, the state of the Florida pharmacist so far as a practical knowledge of the art of pharmacy is concerned must be a sad one. Though we do not any longer require the candidate for registration to memorize the formula of the brown mixture he dispenses, or the laudanum he sells for toothache or other purposes, we still manage these things better in New York City, as the number of cubic centimetres of tincture of opium which can be obtained from one avoirdupois pound of powdered opium, U. S. P., must be known along with the mathematics of the question.

The remarks of Mr. Bodemann, a newly appointed member of the Illinois Board of Pharmacy, apropos of pharmaceutical education, contain several valuable hints for pharmacy examiners in general. Mr. Bodemann put forward a plea for lower education as against the "higher;" for definite knowledge of a practically available kind rather than for that hazy, indistinct collection of half-learned theories which generally does duty as higher education. The province of the Board is to learn whether the candidate is a safe and fit person to dispense drugs. How best to determine this, what standards to set up and what line of questioning to follow is a problem worthy of serious discussion and profound study. By comparing the methods of the several boards, criticising where criticism seems justified, and praising where praise is merited, we may hope for a steady progress towards an ideal board examination. Every board is helped by an opportunity of studying the

methods of other boards and all gain by a free and public discussion of the character of the work done.

ARMY APPOINTMENTS.

POULTNEY BIGELOW, who belongs to the class of young men "whose father was somebody," has been ridiculing our system of military appointments and in a lecture before the Royal United Service Institution in London recited a side-splitting anecdote about an apothecary's clerk who wanted to be a captain in the Quartermaster's Department. There was no vacancy in that department, so "the President looked over his list and said the only vacancy was the colonelcy of engineers, and he made him one."

It is true that many of the appointments made in the volunteer army were discreditable to the Government, but such scandal as arose was not due to the appointment of apothecaries' clerks, or business men of any sort, but to the appointment of insignificant young jackanapes who, like Mr. Bigelow, were young men "whose father was somebody," and who thereby had a political pull which enabled them to secure places which they were incompetent to fill. The President would have had much less criticism of the work of the quartermaster's and commissary departments had he appointed apothecaries' clerks as officers instead of some of the young men of Mr. Bigelow's own class and stamp, who were wholly devoid of any of the business training which would but fit them for the discharge of the duties required of officers in these departments.

WHY THEY DISCONTINUE.

"Opened Up a Hornets' Nest."

We would herewith ask you to discontinue our advertisement in your valuable publication.

We deem it but right in this connection to inform you that our strongest reason for discontinuing our advertisement at this time is the fact that since the insertion of the advertisement, we have been almost swamped with inquiries from all over the country, extending from all through New England to the far West, as Nebraska and Wisconsin, and as far South as Florida—and they are still coming. We find with our present limited output that we have opened up a hornets' nest, and therefore do not dare to continue our advertisement for the present.

We feel that we cannot express ourselves too strongly over the extraordinary results we have achieved.

AUTOMATIC TIRE INFLATOR CO.,
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Providence, R. I.

Prize Essay.

Brief, bright essays on subjects of interest to pharmacists are invited for the Prize Essay Department of the "American Druggist." For every article printed, long or short, the "American Druggist" will fortnightly pay \$5.00.

PERFUMERY FOR THE PHARMACIST.

By C. H. SEGUIN,
Baltimore, Md.

LIKE a good many other things once cultivated by the pharmacist, the preparation of handkerchief extracts does not occupy the place it once held. The demand for bulk perfume has fallen off greatly of late and the neat packages of special odors which are attractively labeled and advertised are much more salable. The pharmacist can, however, build up a demand for a special odor of his own by adopting a special formula and pushing the merits of the odor selected, which must bear a distinctive name. The formulas here given will appeal to the business pharmacist because of their practical form and the fact that the products yielded by them are relatively inexpensive:

CUBANA BOUQUET.

Oil cloves	10 drops.
Oil anise	5 drops.
Oil lavender	20 drops.
Oil bergamot	1 dram.
Extract musk	2 drams.
Spirit tolu	2 drams.
Spirit orris	2 ounces.
Benzoic acid	24 grains.
Bitter almond water	1 ounce.
Spirit tonka	1 ounce.
Deodorized alcohol	12 ounces.

Mix.

ORINOCO BOUQUET.

Extract musk	4 drams.
Oil jasmine	4 drams.
Oil rose geranium	2 drams.
Spirit civet	1 ounce.
Spirit orris	2 ounces.
Spirit neroli	1 ounce.
Coumarin	6 grains.
Deodorized alcohol	10 ounces.
Rose water	1 ounce.

Mix.

MANILA BOUQUET.

Oil citronella	8 drops.
Oil cinnamon	8 drops.
Oil coriander	12 drops.
Oil neroli	16 drops.
Oil rosemary	30 drops.
Oil nutmeg	5 drops.
Oil cloves	10 drops.
Oil lavender	1 dram.
Oil bergamot	3 drams.
Spirit lemon	2 ounces.
Coumarin	10 grains.
Deodorized alcohol	16 ounces.
Rose water	2 ounces.

Mix.

ARINITA WATER.

Oil lemon	2 drams.
Oil bergamot	3 drams.
Oil rosemary	1 dram.
Oil orange	2 drams.
Oil neroli	35 drops.
Oil cloves	15 drops.
Oil sassafras	8 drops.
Oil cardamon	20 drops.
Tonquin musk	2 grains.
Benzoic acid	28 grains.
Deodorized alcohol	14 ounces.
Anise water	2 ounces.

Mix.

NANETTE BOUQUET.

Oil bergamot	5 drams.
Oil neroli	30 drops.
Oil lavender	30 drops.
Oil cinnamon	10 drops.
Oil jasmine	1 dram.
Oil rose	2 drops.
Extract musk	2 drams.
Spirit benzoin	4 drams.
Spirit vanilla	3 drams.
Deodorized alcohol	15 ounces.

Mix.

ALASKA WATER.

Oil neroli	30 drops.
Oil lavender	30 drops.
Oil jasmine	1 dram.
Oil bergamot	2 drams.
Oil cinnamon	4 drops.
Spirit benzoin	3 drams.
Spirit musk	4 drams.
Deodorized alcohol	14 ounces.
Rose water	1 ounce.

Mix.

CAYUGA WATER.

Oil cinnamon	6 drops.
Oil citronella	20 drops.
Oil lemon	1 dram.
Oil rosemary	1/2 dram.
Oil bergamot	3 drams.
Oil lavender	1 1/2 drams.
Benzoic acid	32 grains.
Deodorized alcohol	16 ounces.
Camphor water	2 ounces.

Mix.

ONEIDA WATER.

Oil jasmine	1 dram.
Oil patchouly	1/2 dram.
Oil rhodium	15 drops.
Oil rose geranium	30 drops.
Oil citronella	20 drops.
Oil orange	15 drops.
Oil bergamot	1 dram.
Oil nutmeg	6 drops.
Oil bitter almond	2 drops.
Oil caraway	2 drops.
Benzoic acid	32 grains.
Deodorized alcohol	18 ounces.

Mix.

EXTRACT EALAUDA.

Oil asarum	40 drops.
Oil lemon	2 drams.
Spirit Peru	1 ounce.
Oil jasmine	5 drams.
Civet	30 grains.
Oil musk	1 dram.
Oil lavender	3 drams.
Oil neroli	30 drops.
Benzoic acid	36 grains.
Deodorized alcohol	18 ounces.
Rose water	2 ounces.

Mix.

EDITHIA BOUQUET.

Oil rhodium	30 drops.
Oil verbenia	30 drops.
Oil jasmine	1 ounce.
Spirit ambrette	3 ounces.
Spirit orris	2 ounces.
Benzoic acid	20 grains.
Coumarin	45 grains.
Deodorized alcohol	12 ounces.
Cinnamon water	2 ounces.

Mix.

CARLOTTE BOUQUET.

Oil rose geranium	1/2 dram.
Oil sandalwood	1/2 dram.
Oil jasmine	1 ounce.
Spirit angelica	2 drams.
Spirit musk	6 drams.
Aromatic spirit orris	6 ounces.
Benzoic acid	16 grains.
Deodorized alcohol	10 ounces.

Mix.

FLARZORA BOUQUET.

Oil bitter almond	10 drops.
Oil rose	20 drops.
Oil neroli	30 drops.
Oil sandalwood	25 drops.
Oil lavender	3 drams.
Oil bergamot	3 drams.
Spirit civet	2 drams.
Spirit ambergis	2 drams.
Oil jasmine	4 ounces.
Spirit orris	11 ounces.

Mix.

LICOLA BOUQUET.

Oil limet	3 drams.
Oil citronella	1/2 dram.
Oil patchouly	1 dram.
Oil verbenia	40 drops.
Oil rose geranium	2 drams.
Oil asarum	1 dram.
Oil balm	2 drams.
Oil rhodium	1/2 dram.
Spirit vanilla	1 ounce.
Extract musk	1 ounce.
Spirit orris	14 ounces.

Mix.

OLYMPIA BOUQUET.

Oil musk	4 drams.
Oil vanilla	1 dram.
Oil sandalwood	20 drops.
Oil cedrat	2 drams.
Oil lavender	1 ounce.
Oil bergamot	3 drams.
Oil jasmine	4 ounces.
Spirit orris	12 ounces.

Mix.

EXTRACT AURORA.

Oil verbenia	20 drops.
Oil cedrat	30 drops.
Oil rhodium	1 dram.
Oil bergamot	1 1/2 drams.
Oil jasmine	1 ounce.
Compound spirit vanilla	1/2 ounce.
Spirit ambrette	1 ounce.
Spirit orris	1 ounce.
Benzoic acid	24 grains.
Deodorized alcohol	12 ounces.
Orange flower water	1 ounce.

Mix.

EXTRACT BRONTA.

Mace	4 grains.
Cardamon	6 grains.
Oil orange	1 dram.
Oil bergamot	1/2 dram.
Oil neroli	2 drams.
Oil jasmine	3 drams.
Spirit musk	1 ounce.
Spirit angelica	2 ounces.
Benzoic acid	26 grains.
Coumarin	8 grains.
Deodorized alcohol	13 ounces.
Rose water	1 ounce.

Mix.

Derivation of "Fox-Glove."

Referring to the note on the derivation of the word Fox-Glove, printed in a recent issue, C. L. Lochman, of Bethlehem, Pa., writes to "Mechan's Monthly" as follows: In the April number of the "Monthly" you endeavor to give the derivation and meaning of Fox-Glove, and further to elucidate the subject, I will quote from the American Encyclopedic Dictionary: Fox-glove, Folks-glove (Folks as folks). English Fox and Glove; Anglo-Saxon Foxes Glofa. Or folks and glove—fairies' glove. So fairies, folks (folks) came to be fox, which is evident from the lines of W. Browne:

"To keep her slender fingers from the sun,
Pan through the pastures oftentimes hath run
To pluck the speckled Fox-glove from the stem,
And on those fingers neatly placed them."

In the German Digitalis, from the Latin Digitale, a thimble, is purpur-rother Finger-hut; that is purple thimble, and as thimbles are protection for fingers, it is not unnatural to a change into glove."

In all European languages, as far as I have been able to examine, the common name of Digitalis is either a glove or a thimble. In Spanish it is dedalera, from dedal a thimble, and in French, Gant de Notre Dame, "Our Lady's Glove."

(Written for the American Druggist.)

THE CHROMIC ACID TEST FOR COCAINE.

BY DR. GEORGE L. SCHAEFER,

New York Quinine and Chemical Works.

SINCE the publication of my proposed new test for Cocaine (*American Druggist*, April 10, p. 191), several articles have appeared in criticism thereof, which call for some reply.

P. W. Squire ["The New Test for Cocaine," *Chemist and Druggist*, April 22] states that the test "produces a turbidity in solutions of the best commercial samples of cocaine hydrochlorate." Further than this he does not go, but in a note appended to his communication, the editor states that the "value of the chromate test is questionable!" A. J. Cownley ["Note on a New Test for Cocaine," *Pharmaceutical Journal*, April 15] objects on the ground that the test is too delicate, and that only a "synthetic" cocaine would stand it. The most satisfactory reply to these critics is the statement that the finest commercial brands of cocaine hydrochloride satisfactorily answer the chromic acid test.

E. Merck ["Cocaine Tests," *Pharmac. Zeitung*, No. 42], in criticising the tests, states that the strength of the hydrochloric acid will affect the results obtained. In applying the tests he found that a solution of cocaine to which he had added 5 Cc. of 10 per cent hydrochloric acid, yielded negative results, and that upon increasing the amount of acid by using 5 Cc. of 12½ per cent hydrochloric acid, a turbidity was produced; thus in the first case showing the cocaine to be pure, and in the second case indicating impurities. This is in accord with my own observations, and the difference in the results is due to the fact that the sample of cocaine employed contained only very minute traces of amorphous alkaloids; the chromates of these latter bodies being far less soluble in the solution containing the higher percentage of hydrochloric acid. The turbidity will therefore be produced more rapidly and more distinctly than in the solution containing the weaker acid. An acid of 10 per cent strength was decided upon, as it is sufficient to indicate such very small traces of amorphous impurities, that only the very best brands of cocaine in the market will stand this test, and it, together with the permanganate test, guarantees a purity of product which cannot be obtained when McLagan's test is taken as the standard. If the reaction is carried out with a stronger acid, it is necessary to do so side by side with a specimen of chemically pure cocaine, as at a low temperature cocaine chromate causes a turbidity in the more acid solution.

Merck further claims that the results are influenced by the age of the chromic acid solution. My own experience has failed to prove that such is the case. In a recent series of experiments with a number of samples of cocaine, using the same solution of chromic acid for 14 consecutive days, and always applying the test side by side with a freshly prepared chromic acid solution, at no time was there noticed any difference in the results.

In applying the test it is important that the temperature of the cocaine solution be maintained at 15 degrees C., the chromates of both pure cocaine and the amorphous alkaloids being influenced by rise and fall of temperature, heat increasing

and cold diminishing their solubility. The test produces no turbidity when the acid is added to a solution of a pure specimen of cocaine, the temperature being 15 degrees C. If, however, the solution be subjected to a considerably lower temperature, it becomes turbid, and if it be preserved at this reduced temperature for several hours, a crystalline deposit will be found, consisting of long, needle-shaped crystals of cocaine chromate. A solution of impure cocaine rendered turbid by the reagent at 15 degrees C., and exposed to a lower temperature remains turbid for several hours, then slowly deposits a yellowish-brown amorphous sediment. These reactions are characteristic and serve to distinguish between cocaine and the amorphous alkaloids, especially isotropyl-cocaine. If a stronger acid is used the alkaloids will separate out quicker.

In order to show the superiority of the chromate test over McLagan's test, I prepared a series of specimens of cocaine of different degrees of purity. These, as well as the various brands of cocaine in the market, I subjected to McLagan's and the chromate test. As a result I found specimens which gave negative results with McLagan's test, to be impure by the chromate test, and those specimens which reacted with McLagan's test yielded a decided turbidity upon the addition of even less than 5 Cc. of the 10 per cent hydrochloric acid.

(Written for the American Druggist.)

ADULTERATED VANILLIN.

BY LYMAN F. KEBLER,

Philadelphia.

IN the March 10 number of this journal the writer reported the results of an examination of several samples of vanillin secured from various sources. From the data recorded there it would seem that all of the available commercial vanillin was of good quality. The examination of a recent consignment showed, however, that such is not the case, and again emphasizes the necessity of exercising discrimination and circumspection in purchasing goods.

The history of the case is as follows: A reputable foreign firm submitted a sample of vanillin which was examined and found to be of good quality. On the strength of this examination a fairly large order was placed. In due time the goods came and were analyzed.

On taking the melting point suspicion was immediately aroused, for this factor fell several degrees below the normal. All the containers were then examined and it was found that the contents of all were alike, having a melting point of 77° C. It was sparingly soluble in hot or cold water or in a 10 per cent aqueous sodium hydroxide solution, either hot or cold. In the hot solvents solution appeared to be effected, but the substance only melted, forming transparent globules, which sank in the water but floated in the alkaline medium. The globules in the water, on cooling, formed opaque semicrystalline spherules, which, on removing and drying, showed a melting point of 78.5° C. It was freely soluble in ether and fairly so in alcohol.

On estimating the amount of vanillin in the original article by the method of W. H. Hess¹ and A. B. Prescott² as modified by the writer³, it was found to actually contain 6 per cent of vanillin

1. 1899. This journal, 34, 8.
2. 1899. Ibid, 34, 162.

and 94 per cent of some adulterant having a melting point of 79.5° C. The volumetric method of Welmann indicated the presence of 30 per cent of vanillin. It was fully established, however, that the article did not contain any such amount. This again demonstrated the care that must be exercised in applying the various methods of analysis and deducing conclusions therefrom. The substance was also examined microscopically and found to consist chiefly of broken fragments, with here and there a genuine needle-shaped crystal of vanillin.

Pure vanillin when treated with concentrated sulphuric acid, dissolves with a lemon yellow color, while the material purchased as vanillin, when treated in this manner, developed a beautiful carmine color. The sulphuric acid test furnishes a ready means for detecting the adulterant in question. From the results noted there is but one conclusion to be drawn, viz.: that the vanillin in question consists of a mixture of 6 per cent of vanillin and the remainder acetyl-iso-eugenol, the crystals of which have been so broken as to superficially resemble genuine vanillin.

Vanillin has been met with in commerce adulterated with acetanilid, terpen hydrate, coumarin, and benzoic and salicylic acids, but this is the first time that acetyl-iso-eugenol⁴ has been used for such a purpose. Acetyl-iso-eugenol is the direct antecedent in the synthetic preparation of vanillin.

The above sophistication represents one of the worst frauds the writer has ever met, and if our European brethren think that they can pawn such "stuff" off on us, they must be ever and anon chuckling over our stupendous gullibility.

In this connection the writer wishes to call attention to a slight error. In the third column, the sixth line above the table in *The American Druggist* for March 10 of this year, the last "uncorrected" should read corrected and the "Corr." in the table should read uncorrected.

Water Soluble Halogen Silver Salts.

—According to a patent taken out by von Heyden in Germany (D. R. P., No. 103, 406), the chloride bromide and iodide of silver may be obtained in soluble form by passing chlorine, bromine or iodine through the dark solution of colloidal silver. The halogen may be added either in the solid, the liquid, or the gaseous form, but is best added in solution. The solutions of the silver halogen salts thus formed are white or light yellow liquids, and when sufficiently diluted transparent and opalescent. The separation of the halogen salt in a solid but still soluble form is best accomplished by the addition to the solution of gelatin and ammonium citrate. A solution of gelatin in warm water is first added to the silver solution and thoroughly mixed. A concentrated solution of ammonium citrate is then added, when the gelatin will be thrown out in the form of a flocculent precipitate, which is then washed in cold water and carefully dried. The gelatin can be redissolved in warm water in the usual way.

It is a strange fact that injuries to the tongue, whether of man or animal, heal more quickly than those of other parts.

3. Since discovering this adulterant and writing the above, the writer's attention was called to a note in a recent number of the Berlin *"Apotheker Zeitung,"* 14, 198, where Austrian vanillin had been met with containing 35.26 per cent of acetyl-iso-eugenol.

Selected Pharmaceutical Formulas.

FROM ALL SOURCES.

Summer Specialties.

TAN AND FRECKLE LOTION.

Solution A:
Potassium iodid.
Iodin.
Glycerin.
Infusion rose.

Dissolve the potassium iodid in a small quantity of the infusion and a dram of the glycerin; with this fluid moisten the iodine in a glass of water and rub it down, gradually adding more liquid until complete solution has been obtained; then stir in the remainder of the ingredients, and bottle the mixture.

Solution B:
Sodium thiosulphate.
Rose water.

With a small camel's-hair pencil or piece of fine sponge apply a little of solution A to the tanned or freckled surface, until a slight or tolerably uniform brownish yellow skin has been produced. At the expiration of 15 or 20 minutes moisten a piece of cambric, lint or soft rag with "B," and lay it upon the affected part, removing, squeezing away the liquid, soaking it afresh, and again applying until the iodine stain has disappeared. Repeat the process thrice daily, but diminish the frequency of application if tenderness be produced.

MIXTURE FOR BEDBUG, FLEA AND MOSQUITO BITES.

Oil of camphorated chamomile.....100 gms.
Pure styrax balsam.....20 gms.
Essence of mint.....5 gms.
Or
Olive oil.....20 gms.
Styrax ointment.....25 gms.
Balsam Peru.....5 gms.
Another one is:
Beta naphthol.....5 to 10 gms.
Ether enough to dissolve naphthol.
Menthol.....0.25 to 1 gm.
Vaseline.....100 gms.

A popular remedy in this country which is claimed to be efficacious, and which has simplicity to recommend it, is ordinary oil of pennyroyal.

SPRUCE CHEWING GUM.

Spruce gum.....20 parts.
Chicle.....20 parts.
Sugar, powdered.....60 parts.

(Melt the gums separately, mix while hot, and immediately add the sugar, a small portion at a time, kneading it thoroughly on a hot slab. When completely incorporated remove to a cold slab, previously dusted with powdered sugar, roll out at once into sheets and cut into sticks. Any desired flavor or color may be added to or incorporated with the sugar.

TOLU CHEWING GUM.

Chicle.....3 1/3 lbs.
Paraffin wax.....1 lb.
Tolu balsam.....2 ozs.
Peru balsam.....1 oz.

Dissolve the gum in as much water as it will take up, melt the paraffin, and mix all together. Now take

Sugar, finely granulated.....10 lbs.
Glucose.....4 lbs. •
Water.....3 pts.

Put the sugar and glucose into the water, dissolve and boil them up to "crack" degree (confectioners' term), pour the syrup over the oil slab, and turn into it sufficient of the above gum mixture to make it tough and plastic, adding

any one of the following flavors, if desired: Cinnamon, chocolate, sandal wood, myrrh, galangal, ginger or cardamon.

Cinnamon, chocolate, sandal wood,
myrrh, galangal, ginger or car-
damon.....4 ozs.
Tolu balsam.....1 oz.
White wax.....1 oz.
Benzoin.....1 oz.
Paraffin.....1 oz.
Sugar, powdered.

Melt together, mix well, and roll into sticks.

CHEWING GUM.

I.

Gum chicle.....3 1/4 lbs.
Paraffin wax.....1 lb.
Balsam tolu.....2 ozs.
Sugar.....12 lbs.
Water.....3 pints.

Flavoring, a sufficient quantity.

Method.—By the aid of heat dissolve the sugar in the water; pour the resultant syrup upon an oiled slab; add the chicle, paraffin wax and balsam tolu all melted together, and mix thoroughly.

II.

Chicle.....3 1/4 lbs.
White wax.....1 lb.
Sugar.....10 lbs.
Glucose.....2 lbs.
Water.....3 pints.
Balsam Peru.....1 oz.

Flavoring, a sufficient quantity.

Method.—The same as that employed in No. 1.

RUSSET SHOE PASTE.

Yellow wax.....1 oz.
Palm oil.....1 oz.
Oil turpentine.....3 ozs.
Oil mirbane.....15 drops.

Make into a paste. The color may be heightened if not of the right shade by the judicious use of butter coloring made from annatto.

RUSSET LEATHER SHOE POLISH.

I.

Yellow beeswax.....2 ozs.
Linseed oil.....3 ozs.
Oil of turpentine.....10 ozs.

Dissolve by means of a water bath in a closed vessel and add

Hard yellow soap, finely shaved. 1 1/4 ozs.

Dissolve the soap with the aid of heat in 14 ozs. of water and add the solution to the solution of yellow wax and flaxseed oil formed in the first instance. A nice russet brown color may be imparted to this shoe polish by incorporating about 3 grains of Bismarck brown to each ounce of the polish.

II.

Oil of turpentine.....10 ozs.
Yellow wax.....5 ozs.
Soap.....1/2 oz.
Boiling water.....10 ozs.

Dissolve the wax in the turpentine by the aid of a water bath, and the soap in the boiling water. Mix and stir until cold and smooth.

III.

Soft soap.....1 oz.
Linseed oil, raw.....1 1/2 ozs.
Annatto.....4 ozs.
Yellow wax.....1 1/2 ozs.
Gum turpentine.....4 ozs.
Water.....4 ozs.

Dissolve the soap in the water and add the annatto. Melt the wax in the linseed oil and turpentine, and gradually add the soap solution, stirring until cold.

LEATHER POLISH.

I.

Sandarac.....1/4 oz.
Shellac.....1 oz.

Glycerin.....1/4 dr.
Castor oil.....2 drs.
Oil of mirbane.....1/4 dr.
Anilin blue.....10 grs.
Anilin black.....1 dr.
Alcohol.....8 ozs.

Wood alcohol being cheaper than the grain spirit might be used, or a mixture of the two would answer.

II.

Resin.....2 drs.
Gum thus.....1 oz.
Turpentine.....1 1/2 drs.
Sandarac.....2 drs.
Shellac.....1/2 dr.
Lampblack.....1 dr.
Alcohol.....8 ozs.

Dissolve all but the pigment in the alcohol, filter and add the lampblack. Instead of lampblack, zinc white, ultramarine blue, or other similar coloring may be used. This is said to be elastic and unbreakable.

III.

Yellow wax.....1 oz.
Carnauba wax.....2 ozs.
Oil turpentine.....10 ozs.
Benzine.....10 ozs.

Melt the waxes carefully, add the oil and benzine, and stir until cold.

IV.

Yellow wax.....5 ozs.
Oil turpentine.....11 ozs.
Amber varnish.....5 ozs.

Melt the wax, add the oil, and then the varnish. Apply with a rag.

ELASTIC LEATHER POLISH.

Parts.

Resin.....30
Gum turpentine.....30
Oil turpentine.....30
Sandarac.....60
Shellac.....120
Alcohol.....900
Lampblack, best.....15

Other pigments may be substituted, these being introduced after rubbing smooth with a little alcohol after the varnish has been formed.

PASTE POLISH FOR TAN SHOES.

Yellow wax.....4 ozs.
Oil turpentine.....8 ozs.

Melt on a water bath, strain, stir occasionally until the paste turns creamy, then add the following solution:

Nankin brown.....15 grs.
Phosphin.....5 grs.
Water.....4 drs.

Stir constantly until the mixture is perfect.

For Bicycles.

PUNCTURE CEMENT.

A recent patented preparation for the automatic repairing of punctures in bicycle tires consists of glycerin holding gelatinous silica or aluminum hydrate in suspension. Three volumes of glycerin are mixed with one volume of liquid water glass, and an acid is stirred in. The resulting jelly is diluted with three additional volumes of glycerin, and from 4 to 6 ozs. of this fluid are placed in each tire. In case of puncture, the internal pressure of the air forces the fluid into the hole, which it closes.

CEMENT FOR TIRES.

I.

Isinglass.....1/4 oz.
Gutta-percha.....1/4 oz.
Caoutchouc.....1 oz.
Carbon bisulphide.....4 ozs.

Mix and dissolve.

II.

Shellac	2 ozs.
Gutta-percha	2 ozs.
Red lead	80 grs.
Sulphur	80 grs.

Melt the shellac and gutta-percha, and add, with constant stirring, the red lead and sulphur melted. Use while hot.

III.

Caoutchouc	2 ozs.
Resin	140 grs.
Shellac	100 grs.

Carbon disulphide, a sufficient quantity to dissolve the other ingredients.

IV.

Crude rubber	½ oz.
Carbon disulphide	4 ozs.

Macerate 24 hours, and then add:

Resin	1 oz.
Beeswax	¼ oz.
Carbon disulphide	4 ozs.

V.

Sulphide of carbon	26 parts.
Gutta-percha	2 parts.
Caoutchouc	4 parts.
Fish glue	1 part.

The edges of the rent should be kept together by means of thread and the article left to dry. At the end of from 24 to 36 hours the binding thread may be removed and the cement which may have squeezed out of the fissure cut away.

BICYCLE RIM CEMENT.

The best cement for uniting rubber and wood of which we have any practical knowledge consists of a solution of red shellac in stronger ammonia water, using ten times as much of the solvent as the gum. A peculiar slimy mass is the first result, but after standing two or three weeks it liquefies, making a cement of extraordinary tenacity. The process of liquefaction may be hastened by standing the container in hot water occasionally. The cement attacks and dissolves the surface of the rubber, thus uniting with the substance, and forming a most tenacious joint with wood or even metals.

BICYCLE ENAMEL.

An alcoholic solution of shellac may be used to touch bare spots. It should be made in the proportion of 1½ to 2 ozs. of shellac to a pint of alcohol. Any tint can be secured by adding to the solution a suitable dye which is soluble in alcohol or in an aqueous borax solution. The dyes can be selected from the package dyes sold by most druggists, or by application to dye houses, who sell only in pound packages or larger quantities. Asphaltum, thinned with turpentine, makes a good and brilliant black enamel. It dries quickly. Two other formulas for black lacquers are appended:

I.

Oil of cade	16 ozs.
Asphaltum	4 ozs.
Resin	4 ozs.

Mix by aid of heat.

II.

Boiled linseed oil	8 ozs.
Resin	3 ozs.
Amber	16 ozs.
Oil of turpentine	16 ozs.

Melt the amber and resin and dissolve in the oils by aid of heat.

BICYCLE OIL.

Sperm oil	10 ozs.
Heavy petroleum oil	5 ozs.

Mix.

(To be continued.)

Pharmaceutical Progress.

New Remedies—Improved Processes—Modern Inventions—Wrinkles in Dispensing—Tests and Reactions.

Sodium Cacodylate has recently been recommended (Wiener, Klin. Woch., 1899, No. 14) for treatment of various skin diseases, such as psoriasis, etc., where arsenic is indicated. It is used in concentrations of 1½ to 10 parts to 8 to 10.

Ipecac in the Treatment of Chronic Constipation.—R. Blondel recommends injections of 150 Gm. of water containing about 12 Gm. of aqueous extract of ipecac in solution. The application is said to be particularly efficacious in women.

Eumenol is the title given by Merck to an extract prepared from the root of Tang-Kuy, also known as Schan-ki and Won-wu, a Chinese drug, which is highly esteemed in the "Middle Kingdom" in the treatment of amenorrhoea and dismenorrhoea. It is claimed to be non-toxic and non-abortifacient.

To Determine the Genuineness of Ivory.—It is stated (Jour. Goldschmiedekunst) that when put in concentrated sulphuric acid for twelve or fifteen minutes genuine animal ivory retains its white color, while vegetable ivory, from the phytelapas macrocarpa, assumes a pink color, which may be removed by washing with water.

How to Make Paper Waterproof.—The German journal "Neueste Erfindungen" describes the following method of making a waterproof paper: The sheet is coated on both sides with a solution consisting of one part gelatin, four parts water, and one part glycerin. When dry, the paper is immersed in a 10 per cent solution of formalin. After this treatment the paper is said to become impervious even to steam.

Compound of Tannin and Chloral Hydrate.—On adding sulphuric acid to an aqueous solution of tannin, the tannin is thrown out. A concentrated solution of chloral hydrate is added to this, and the whole is heated until a paste is formed. The precipitate is separated, washed and dried. It forms a grayish-brown amorphous powder, which is soluble in hot water, but partially separates out on cooling. The process has been patented. The product is recommended in the treatment of toothache.

An Indicator for Acidimetry and Alkalimetry.—E. Riegler has proposed (Chem. Zeit. Report, 1899, 23, 93) the use of a brown diazo coloring matter, which is precipitated on adding an alkaline solution of guaiacol to a solution of diazoparanitranilin. This substance is insoluble in water, but soluble in alcohol. When .20 Gm. of it are dissolved in 100 Cc. of alcohol an indicator is produced which is far more sensitive than phenolphthalein. One or two drops color an alkaline solution a beautiful red; a slight excess of acid changes the color to a greenish yellow.

Staphisagrine is a new alkaloid which has been found by Felix B. Ahrens in the seed of Delphinium Staphisagria, who assigns to it the formula $C_{20}H_{24}NO_4$. The four alkaloids of staphisagria, which are already known, namely: Delphinine, delphinidine, delphinin and staphisagrine, are all readily soluble in chloroform, but when in the course of manufacture these four alkaloids are taken up by a chloroform from the extract, a residue is left in the form of a yellowish powder which, when washed with absolute alcohol, becomes almost white, and this, upon examination, proved to be the new alkaloid. It is interesting to observe (Berichte Deutsch. Chem. Ges., 1899, p. 1581) that the new alkaloid does not give any of the color reactions of the other alkaloids present in this drug.

To Replace Oxygen in the Air.—G. Kassner, commenting (Pharm. Central, 1899, 307) upon the work of Desgrez and Balthazard on sodium peroxide, which has previously been referred to in this journal, comes to the conclusion that in order to replace the oxygen used by breathing in a confined space, and to absorb the carbon dioxide formed, it is necessary to use sodium peroxide which has previously been mixed with some porous substance, such as infusorial earth, or preferably with some oxygenized substance as ferric oxide, and then to moisten this mixture gradually so that the action of the peroxide on the air will be graduated in accordance with the amount of carbon dioxide to be taken up. Ferric hydrate is particularly recommended for mixing with the peroxide.

The Chemistry of Pickling.—Dr. Aderhold (Landw. Jahrbucher, 1899, Heft. 1) has made an exhaustive study of the chemistry of pickling, and more particularly of the chemical changes which go on in the pickling of cucumbers. This process is due to a kind of decomposition which is brought about by the bacterium of lactic acid, oidium lactis, which changes the sugars and starches present into lactic acid. The process is only satisfactory where the oidium lactis is present in much larger quantities than other bacteria, and the presence of at least a small quantity of salt is essential, as this prevents the growth of other bacteria without affecting that of oidium lactis. The presence of a certain amount of sugar is also necessary. Acting on these observations, it would seem that the pickling process could be aided by the addition of a small quantity of sugar and of some sour milk, in which the lactic bacterium is widely distributed.

The Concentration of Organic Extracts.—Lepinois (Jour. Phar. Chem.) publishes an interesting paper on the concentration of organic extracts by means of cold. After macerating the organs to be treated in chloroform water, the liquid is filtered, and the filtrate is

exposed to a temperature of about -10° for some time. When a mass of crystals has formed, the liquid is separated from these by a centrifugal machine, and again concentrated by freezing. Operating on 150 Gm. of thyroid glands, he obtained 600 Cc. of liquid in the maceration, which had a specific gravity 1.020. After the first freezing he obtained 320 Cc. of liquid, which was reduced to 180 by the second freezing. The final liquid had a specific gravity of 1.045. This, on evaporation, gave 11 per cent of solid residue and .6 per cent of iodine. The liquid resulting from the meeting of the separated ice crystals gave a residue of 2.4 per cent, an iodine content of .2 per cent, and a specific gravity of 1.009.—B. & C. Druggist.

Simple Process for Valuation of Soap.—The following process has been proposed (Seifenfabrikant) as a simple method for the valuation of soap, which may even be carried out by a layman: Take a sample by cutting a piece across the centre of the soap and shave from its surface 1 Gm. of soap. Place this in a graduated test tube of 15 Cc. capacity. Add 10 Cc. of a mixture of equal parts of alcohol and distilled water. Stand the test tube in warm water and move it about until the soap is dissolved. All foreign substances, such as starch, excess of soda, talcum, chalk, etc., will remain undissolved and settle to the bottom. Pure soap gives a fairly clear solution without any appreciable precipitate. Now add 5 Cc. of 30 per cent acetic acid, shake well and let the test tube stand upright and undisturbed for twelve hours. Pure "grain soap" will show in a mixture of 14 to 16 Cc., as above, a layer of 1 Cc. of fatty acid, which will rise to the top. If sodium silicate is present its presence will be shown by separating out in a gelatinous form upon the addition of acetic acid. The same result will follow if resin soap is present. The presence of free soda is indicated by the effervescence of the liquid upon the addition of the acetic acid.

Detection of Curcuma in Powdered Rhubarb.—Jaworowsky (Anal. de Chim. Analytique, 1899, 102) proposes the following method: Agitate about 1 Gm. of powdered rhubarb for several minutes with 10 Cc. of chloroform, filter and add a quantity of petroleum benzene equal to ten times the bulk of the filtrate, mix and divide the solution into two equal parts; to one of these add from 2 to 3 Cc. of sulphuric acid and to the other add from 1 to $1\frac{1}{2}$ Cc. of saturated solution of borax. If the sample is pure, the chloroform extract will have a fine straw yellow color which will disappear on the addition of petroleum benzene. On shaking with sulphuric acid, this will turn brown, while the liquid itself remains colorless. No color is produced upon adding chloral solution. If curcuma is present the chloroform is colored brown with a greenish fluorescence. On adding petroleum benzene a flocculent yellow precipitate will be thrown down, while the supernatant liquid will remain yellow and fluorescent. On agitating the chloroform-benzene mixture with sulphuric acid, the benzene will turn violet while the acid will assume a fuchsia red color, turning gradually to a reddish brown and finally to a yellowish brown. On agitating the chloroform-benzene extract with the borax solution the borax solution will be colored violet while the chloroform-benzene mixture will remain unchanged in color.

ODOR AS AN AID TO THE RECOGNITION OF DRUGS.

Prof. Clement B. Lowe, of the Philadelphia College of Pharmacy, presented a paper at the recent meeting of the Pennsylvania Pharmaceutical Association which embraces an interesting effort toward classification of drug odors. In introducing the subject Prof. Lowe puts forward a plea for the cultivation of the sense of smell and a protest against the hypersensitiveness which has almost abolished the use of the word "smell" in polite society, and which treats the word "smell" as though it were synonymous with "stink" or "reek." The author says: "There is some little art in treating a drug so that its odor will be brought out most distinctly. If the drug is such that it can be readily powdered, then by rubbing a small portion briskly between the palms of the hands, so as to rupture the oil glands or resin cells, etc., and partly volatilize their contents, then by bringing the closed hands to the nose, the odor will be most distinctly perceived. In the case of a hard drug, a little powder can be scraped off with a knife and treated in this manner.

"Thinking that it might be of some value in the recognition of drugs, or at least give us truer ideas of their odors (as even the Pharmacopoeia contains some incorrect statements concerning them), I have endeavored to work out a classification of drugs based on their odors. There are difficulties in making such a classification, as on account of the personal element involved, no two investigators will probably agree to all of the conclusions reached, besides it is exceedingly difficult to describe odors in words. In quite a number of cases a drug will be found to have almost equal affinities for two or more classes:

CLASSIFICATION OF DRUGS BASED ON THEIR ODORS.

Division I.

DRUGS HAVING AN AGREEABLE ODOR.

CLASS A.—Drugs with an aromatic odor (odors which are spicy or strong, and generally agreeable):

- (1) With a simple aromatic odor:
 - (a) Odor strong and characteristic—*Asarum*, *anethum*, *cascarilla* (stronger when burned), *gelsemium*, *hops*, *lupulin* (strong on keeping), *inula*, *marrubium*, *matricaria*, *rhubarb* (peculiar), *sage*, *tanacetum*, *sandal wood* (somewhat musk-like), *wormwood*.
 - (b) Odor less strong, and not characteristic—*Arnica* flowers, *arnica* rhizome, *angustura* (musty), *columbo*, *eupatorium*, *juniper*, *melissa* (fragrant, lemon-like when fresh), *pilocarpus*.
- (2) With an aromatic, mint-like odor (the mint odor predominating)—*Buchu*, *peppermint*, *spearmint*, *horsemint*, *pennyroyal*.
- (3) With an aromatic, camphoraceous odor (the aroma has a suggestion of camphor in it): *Calamus*, *eucalyptus*, *rosemary*, *santonica*, *serpentaria*.
- (4) With an aromatic, spicy odor (the spicy odor predominates): *Cloves*, *ginger*, *cubeba*, *matico*, *pepper*, *pimenta*.
- (5) With an aromatic and fragrant odor (odors which are strong, spicy and agreeable):

Anise.....	Anise	Nutmeg.....	Nutmeg
Fennel.....	Group.	Mace.....	Group.
Illicium.....		Cola.....	

- (6) With a bitter-almond odor (odor developed by moistening or bruising): *Bitter almond*, *cherry laurel leaves*, *wild cherry bark*.
- (7) With a honeylike odor—*Manna*, *mel*.
- (8) With a fenugreek odor—*Elm bark*, *fenugreek*, *marshmallow*.

CLASS B.—With a fragrant odor (odors which are sweet smelling and fragrant):

- (1) With a simple, fragrant odor:

Cinnamon	Cinnamon	Bitter orange peel	Citrus
Canella....	Group.	Sweet orange peel	Family
Cinamo-		Lemon peel.....	Group.
dendron			

Gaultheria....	Wintergreen	Sassafras
Sweet birch..	Group.	Vanilla (peculiar).

- (2) With an odor of flowers—*Orange flower*, *pale and red rose*, *orris root* (violet odor).
- (3) Having an odor of tea—*Cusso* (fragrant), *coca* (slight), *digitalis* (slight), *senna indica*, *thea*.
- (4) Having an odor of chocolate—*Guarana*, *cacao butter*.
- (5) Having a fruity odor—*Fig*, *persimmon*, *raspberry*, *raisin*, *prune* (feeble), *purging cassia* (prune-like).

CLASS C.—With a balsamic odor (odors which are aromatic and resinous):

- (1) With a simple balsamic odor—*Eriodictyon*, *grindelia*, *myrrh*, *guaiacum wood* (when heated).
- (2) With a balsamic and fragrant odor (odors which are balsamic and agreeable): *Ben-zoin*, *storax*, *sweet gum*, *bala*, *tolu* (vanilla-like), *bala*, *Peru* (also empyreumatic).
- (3) With a balsamic and terebinthinate odor (odor increased by heating): *Burgundy pitch*, *Canada pitch*, *Canada turpentine*, *gum olibanum*, *mastiche*, *sandarac*, *tar* (empyreumatic), *rosin* (faint), *turpentine*, *thuja*.

CLASS D.—Drugs with peculiar odors:

Camphor (penetrating), *cochineal*, *convallaria*, *coffee* (faint in green state), *capsicum*, *gentian* (sweet), *jalap* (smoky, sweetish), *quercus* (tan-like), *pulsatilla* (aromatic and hay-like).

CLASS E.—Drugs with a slight odor:

- (1) Those having a characteristic odor—*Logwood* (faint, agreeable), *rumex*, *red saunders*.
- (2) Those not having characteristic odors—*Aspidium*, *aspidosperma*, *castanea*, *cypripedium*, *dulcamara*, *euonymus*, *catechu*, *caulophyllum*, *cetraria* (odor when wet), *frangula* (little odor when dry), *nutgall* (when bruised), *juglans*, *chimaphila*, *cimicifuga*, *chinchona* (somewhat aromatic), *menispermium*, *sarsaparilla* (earthy), *scutellaria*.

Division II.

DRUGS WITH DISAGREEABLE ODORS.

CLASS A.—Drugs with narcotic odors (odor heavy and somewhat stupefying)—*Belladonna* leaves and root (slight), *calendula* (somewhat heavy), *canabis indica* (heavy), *chelidonium* (strong when fresh), *hyoscyamus* (heavy), *lactucarium* (somewhat heavy), *lobelia* (slight), *tobacco* (heavy, peculiar), *stramonium* leaves (slight).

CLASS B.—Drugs with alliaceous odors (sulphuretted odors resembling garlic)—*Asa-fetida*, *garlic*, *sinapis alba* and *nigra* (when moistened).

CLASS C.—Drugs with valerianaceous odors (odor produced on keeping, by oxidation of the volatile oil)—*Lupulin* (when old), *valerian*, *viburnum prunifolium*.

CLASS D.—Drugs with animal-like odors—*Ambergris*, *cantharides*, *civet*, *conium* (mouse-like when triturated with potassa), *pepsin* (should be slight), *sumbul*.

CLASS E.—Drugs having disagreeable, characteristic odors:

- (1) Odors which are strong—*Ammoniac*, *aloes*, *chenopodium*, *copaiba*, *ergot*, *galbanum*, *podophyllum*, *senega* (strong in fresh root), *stilingia*, *sabina*.
- (2) Odors not strong—*Apocynum*, *chondrus* (sea-weed like), *hydrastis*, *ipecac* (nauseous when powdered), *iris*, *lappa*, *scammony* (cheese-like), *strophanthus*, *scoparius* (when bruised).

Drugs Which Are Destitute of Odors.

Acacia (odor sometimes sour), *aconite*, *asclepias*, *briony*, *chirata*, *castor oil* beans, *croton oil* beans, *chrysarobinum*, *coccus indicus*, *colchicum* root, *colchicum* seed, *colocynth*, *gamboge*, *geranium*, *tamarind*, *taraxacum*, *tracanth*, *cotton root bark*, *granatum*, *hamamelis*, *kamala*, *kino*, *krameria*, *leptandra*, *linum*, *lycopodium*, *mezerium*, *nux vomica*, *pareira*, *pepo*, *tritium*, *veratrum viride*, *viburnum opulus*, *physostigma*, *phytolacca* root and fruit, *pyrethrum*, *quassia*, *quillaja*, *rhamnus purshiana*, *rhus glabra*, *rhus toxicodendron*, *rhus*, *sassafras* pith, *squill*, *sweet almond*, *sinapis alba* and *nigra* (when dry), *xanthoxylum*, *tea*.

NEURALGIA SALVE.

Extract of belladonna.....	Parts.
Petrolatum	12
Powdered opium	12
Oil of thyme.....	Sufficient to flavor.

Assay of Belladonna.

Prof. Frank Moerk, of the Philadelphia College of Pharmacy, in the course of a paper presented by him at the recent meeting of the Pennsylvania Pharmaceutical Association, repeated his criticism of Keller's method for assaying belladonna leaves and proposed the following modification of a method of assay first (Am. Jour. Phar., March, 1899) suggested by him some months since.

Determine the moisture in 2 grammes of the leaves at 100° C.

Alkaloidal Assay.

Twenty grammes of powdered belladonna leaves are placed in a glass-stoppered bottle of 250 Cc. capacity and 96.5 grammes solvent [alcohol (95 per cent), 90 parts; water of ammonia (10 per cent), 10 parts] added; agitate frequently during one-half to one hour and filter through a plaited filter (15 Cm. diameter) into a clean, dry flask, keeping the filter covered as much as possible to avoid evaporation. Weigh the flask with contents and transfer solution to a capsule of about 150 Cc. capacity, in which a small glass rod has been placed, and which have previously been weighed; weigh the emptied flask and note the difference in the two weights as that of the aliquot portion for the assay. Evaporate on a water-bath at a temperature of 50° C. until the extract, after cooling, can no longer be stirred with the glass rod; weigh the capsule and contents, thus ascertaining the weight of the extract from which the percentages of extract and dry extractive can be calculated [(6) and (7) of table]. Mix 0.5 Cc. water of ammonia and 10 Cc. water and use this in portions of 1 and 2 Cc. to soften the extract and transfer to a separator of 250 Cc. capacity; add 50 Cc. of an ether-chloroform mixture (ether 4 parts, chloroform 1 part by weight) and agitate; now add 25 Cc. acidulated water (2 Cc. H₂SO₄, U. S. P., diluted with water to 500 Cc.), using this to rinse the dish from which the extract has been removed, agitate thoroughly, and after separation of the liquids allow the acid solution to run through a small filter (5.5 Cm. in diameter) into a beaker; repeat with 15, 10 and 5 Cc. acidulated water. Collect the first three portions together, reserving the last portion to rinse the beaker containing the first portions; clean the separator, introduce the acid solutions, finally rinsing the beaker with 5 Cc. water, add 25 Cc. chloroform-ether (chloroform 2 parts, ether 1 part by weight) and 8 Cc. water of ammonia and agitate thoroughly (should an emulsion form, proceed as described in the earlier part of this paper); after separation transfer the chloroform-ether solution to a smaller separator (about 100 Cc. capacity) and repeat the extraction with 15, 10 and 5 Cc. of the solvent; while this last portion is separating, run the other portions through a small filter into a clean, dry flask of about 120 Cc. capacity; rinse the smaller separator with the last extraction and transfer to the filter; the stem of the larger separator is rinsed with 5 Cc. of the solvent and this portion used to again rinse the smaller separator before transferring to the filter; now rinse the stem of the smaller separator with a few cubic centimetres of the solvent, allowing this portion to run in the filter, and wash the filter and funnel with several small portions of solvent. Any aqueous solution transferred to the smaller separator should be prevented from getting on the filter and the latter should

be covered as much as possible to prevent evaporation of the solvent.

Distil off the solvent on a water-bath, warm until the odor of chloroform disappears, dissolve the residue in 5 Cc. ether, evaporate, redissolve residue in 5 Cc. ether, evaporate and heat until the odor of ether disappears; dissolve in 8 Cc. neutral alcohol, add 30 Cc. water and 3 drops haematoxylin solution and titrate with standardized HCl to the disappearance of any red shade or the formation of a pure yellow color.

The results of this process compared with those obtained by the original process show slightly higher results, particularly if differences in percentages of moisture are considered.

Tincture of Fat-Free Digitalis.

Joseph W. England, in a paper read before the Pennsylvania Pharmaceutical Association, at its recent meeting in Philadelphia, presented a formula for a tincture of fat-free digitalis together with interesting clinical data, proving the therapeutic advantages of the preparation. The tincture is made as follows:

This fat-free tincture of digitalis was made by exhausting the leaves, while freshly ground (to a No. 60 powder), with purified petroleum benzin, either by maceration with solvent in excess for forty-eight hours, if in small quantity, or by maceration and subsequent percolation, if in larger quantity, repeating the solvent treatment until all the fat, etc., is removed. The residue is then dried by exposure to air, taking care that no traces of benzin odor remain. While benzin is very volatile, the last portions of it volatilize rather slowly; relatively, when spontaneously evaporated, especially if adherent to vegetable structure. Exposure of the residue to the sunlight, as well as to open air, yields the best results.

After the benzin treatment the dried and powdered leaves are made into a tincture according to the process for the official product, 150 Gm. of leaves being used to make 1,000 Cc., with diluted alcohol, with this difference, that the receiver is removed when the total percolate amounts to about 980 Cc., and it is then carefully neutralized with a sufficient quantity (about 15 Cc.) of the official 10 per cent ammonia water, and the product is made to measure 1,000 Cc. with sufficient fresh percolate or diluted alcohol.

Or, with the usual weights and measures, 1,094 grains of the powdered leaves may be exhausted with diluted alcohol to yield 15½ fluid ounces, and then about 2 fluid drachms of 10 per cent ammonia water will be required to effect neutralization, after which sufficient percolate or diluted alcohol may be added to make the whole product measure 1 pint. After standing for twenty-four hours the freshly-made tincture usually precipitates some coloring matters, etc., which should be removed by filtration through paper.

The product, as finally obtained, is a deep reddish brown, almost black liquid, keeping perfectly for years, of not unpleasant odor, and quite bitter taste. It has not the acrid odor or taste of the official tincture, and, unlike the latter, does not become turbid on admixture with water, but remains transparent with any amount of dilution.

The purposes of this procedure are twofold: First, the benzin treatment removes

the fat, and probably all the nauseating and odorous principles, and secondly, the ammonia treatment neutralizes the free acid naturally present in the leaf, forming ammonium salts.

It does more than this. The neutralization with ammonia makes all the proximate principles in the tincture water-soluble, and not partly so as in the official product. By this means absorption is facilitated and assimilation is hastened, as will be shown by pharmacological results later. (When the official tincture is diluted with water it precipitates.) This is especially valuable for the reason that all compounds before absorption by tissues must first be made soluble before they can be absorbed.

When the fat-free tincture was first made, the desire was to obtain a preparation that would not nauseate, and clinical results in the Philadelphia Hospital have shown that this object has been very generally accomplished. A short time ago, however, an even more valuable feature of the fat-free tincture was noted, and this was the rapidity with which the fat-free preparation was absorbed and assimilated in comparison with the official product.

Papers for the A. Ph. A.

The Committee on Scientific Papers of the American Pharmaceutical Association, which is composed of H. H. Rusby, New York city; H. V. Army, Cleveland, O., and W. L. Scoville, Boston, Mass., have issued the following list of queries. Papers may be sent to any member of the committee:

1. Is it practicable to provide an illustrated set of color-standards in the U. S. P.?
2. Is it practicable to provide a set of odor-standards in the U. S. P.?
3. Methyl alcohol corresponds very closely to ethyl alcohol as a menstruum for drugs; what objections can be made to its employment in making solid extracts?
4. Glycerin aids materially in preserving hydrocyanic acid and spirit of nitrous ether; is its use desirable from a dosimetric and therapeutic point of view?
5. Is it proper to make belladonna preparations from *scopola* in the face of the present U. S. P. definition? Should the U. S. P. change its definition so as to sanction the use of this rhizome as an alternative?
6. Is physiological action requisite as a department of pharmaceutical research?
7. What is the effect of the high price of ipecac upon the quality of ipecac preparations supplied?
8. Many important drugs, such as opium, lactucarium and saffron, could be cultivated in the United States were the question of wages eliminated. An investigation into the feasibility of such culture on the convict farms of several States of the Union is desired.
9. To what extent are medicinal plants cultivated in the United States?
10. How can syrupus U. S. P. be best obtained of a uniform quality and density without undue cost?
11. Potassium and sodium acetates frequently contain a large amount of free acid. Samples containing more than 10 per cent. of free acid have been obtained. What is the reason of this?
12. Recent research seems to show that the coloration of syrup of ferrous iodide and syrup of hydriodic acid is not due to the separation of free iodine. Further work on this subject is desired.
13. Is the U. S. P. 1890 process of preparing syrup of ferrous iodide as satisfactory as the process of 1880? A critical comparison is invited.
14. A report on the quality of commercial syrup of ferrous iodide, with special reference to preservatives employed, is desired.
15. What is the quality of calcium hypophosphite found in commerce? What influence has this on syrup of hypophosphites prepared therefrom?
16. Is "old cascara" any better than "new cascara" for preparing a bitterless extract? A good formula for the latter is desired.
17. Have ambergris and civet been relegated to the past in perfumery? There is evidence that they are not being used in the later extracts.

Queries and Answers.

We shall be glad, in this department, to respond to calls for information bearing on pharmacy or any of its allied topics, and cordially invite our friends to make use of this column.

The name and address of the inquirer must accompany the communication, not for publication, but to assure attention, as we make it a rule to pay no regard to anonymous correspondence.

Pills of Potassium Permanganate.—

W. Q. has experienced difficulty in massing the following pill:

Potass. permang.....	1 gr.
Ferri redacti.....	1 gr.
Acid. atsenios.....	1-30 gr.
Quinin. sulph.....	2 grs.

Ft. pil. No. 1.

The use of water in massing this pill is interdicted. To obtain the best results it is necessary to protect the potassium permanganate and this is effected best by enveloping it in petrolatum, using sufficient of a mixture of soft and hard petrolatum to form a mass. The permanganate is best added to the melted mixture of petrolatums and the iron, arsenic and quinine added afterward. If the mass be too soft add kaolin or fuller's earth, but in all cases avoid direct contact with organic matter which would reduce the permanganate. The pills should be rolled and cut on a porcelain tile, and manipulated with a horn or hard rubber spatula.

Dobell's Solution.—J. E. F. W.—Following is the formula adopted in the National Formulary under the title of *Liquor Sodii Boratis Compositus*, or Dobell's solution:

Sodium borate	120 grs.
Sodium bicarbonate	120 grs.
Carbolic acid, crystallized.....	24 grs.
Glycerin	1/2 fl. oz.
Water enough to make.....	16 fl. ozs.

Dissolve the salts in about eight fluid ounces of water, then add the glycerin and the carbolic acid previously liquefied by warming, and lastly enough water to make sixteen fluid ounces. Finally filter.

Elix. Ferri Quin. et Strych.—W. L. C. asks what should be dispensed when the above is ordered.

There is only one preparation bearing this title official, and that is the Elixir of Iron, Quinine and Strychnine of the National Formulary—formula No. 71 of the revised edition.

In regard to the question of the constipating properties of iron citrochloride as compared with other preparations of iron, it is generally believed that the citrochloride is more astringent and therefore more constipating.

Lepidolite.—F. R. B.—We regret our inability to give you any definite information regarding lepidolite. An inquiry addressed to the Division of Mineral Resources of the United States Geological Survey brought the meagre information that "Lepidolite rich in lithium has been found in California. The information concerning it can be obtained from Judge Oliver Wellborn, Los Angeles, Cal."

The "Tribune" of San Diego, California, for May 25, this year, contains a note

on the development of the lepidolite mines near Pala, in San Diego County. It is stated there that an agreement has been arrived at between the owners of the mines and Wm. J. Schieffelin, of New York City, whereby the latter is to be supplied with as much lepidolite as he should wish up to 1,200 tons a year at \$40 a ton. It was stipulated in the agreement that none should be sold to anybody else for five years, and that Dr. Schieffelin should have until June 15th to examine the mines.

Talcum Powders.—N. B.—Talcum is really the basis of nearly all the popular toilet powders, although this fact is not generally paraded. It is not only the cheapest, but when properly prepared is one of the best of materials for this purpose. In its simplest form the "talcum powder" may consist of powdered talcum alone. The addition of a small quantity of zinc oxide materially improves both the color and consistency of the talcum powder. For perfuming the powder resort must be had to the artificial perfumes as the natural products are too expensive to be used in such quantities as would be required to make a satisfactory but cheap product. The quality and fineness of the talcum used is a matter of the first importance and must of course be most carefully looked after. After mixing the ingredients the whole should be sifted several times through a very fine sieve, 120 meshes to the inch. Any perfume used should first be triturated with a small portion of the powder and this added to the remainder of the powder in divided portions, triturating the whole constantly. A mixture of one part of zinc oxide with 5 parts of talcum makes a very satisfactory, but inexpensive powder. One of the cheapest and at the same time most popular odors is one which can be produced by means of any of the artificial rose essences or so-called "oils," with the addition of a little oil of clove. The genuine rose oil is too expensive to use for this purpose. The following mixtures furnish an excellent perfume, the amount to be used being a matter for individual judgment. One dram to the pound of powder is about right.

I.	
Oil of bergamot.....	7 drams.
Oil of neroli.....	20 mins.
Oil of cloves.....	20 mins.
Oil of rose.....	20 mins.
Tincture of musk.....	40 mins.

II.	
Oil of bergamot.....	10 drams.
Oil of lemon.....	10 drams.
Oil of cloves.....	5 drams.
Oil of neroli.....	5 drams.

CARBOLATED TALCUM.

Carbolic acid, liquefied.....	1 dram.
Boric acid	3 ounces.
Talc	32 ounces.

First triturate the carbolic acid with a small quantity of the talc and then mix this with the boric acid and the remainder of the talc. If desired the boric acid may be omitted.

Compound Tincture of Capsicum.—

G. A. B.—This has long been used as a synonym for the tincture of capsicum and myrrh of the National Formulary. The editors of the Formulary have erred in omitting the popular synonyms for this preparation, which is better known as "hot drops," "number six," and compound tincture of capsicum than by the title given it in the National Formulary. A concentrated tincture of capsicum, made by macerating 4 ounces of capsicum in 12 fluid ounces of alcohol for seven days and filtering, has been recommended by eclectic practitioners as a local application for the treatment of toothache. The tincture of myrrh and capsicum is undoubtedly what was wanted in this instance.

Paste for Labeling on Tin.—T. W. S., referring to the query on this topic in our last issue, recommends that the tin surface be first coated thinly with shellac after which there is no difficulty in making labels adhere. If a coating of shellac is then applied over the label, in which case white shellac should be used, the label may be washed.

Owing to the extreme pressure of other matters a large number of replies to queries are held over for publication in the next number.

A New Method for the Estimation of Oxalic Acid in Urine.

It is a well-known fact that the methods now in use for the quantitative estimation of oxalic acid in urine are very unsatisfactory. Most of them depend upon the use of acetic acid for the separation of oxalate from calcium phosphate, the former of which is stated to be insoluble in the reagent, while the latter is soluble. This statement, however, is only relative; calcium oxalate is not altogether insoluble in acetic acid, and calcium phosphate is not soluble in all proportions. On this account an error in the final result cannot be avoided. In order to overcome this difficulty, Salkowski (Centralbl. f. d. med. Wissensch., 1899, No. 16, S. 237) offers the following method, which depends upon the solubility of oxalic acid in ether, phosphoric acid being insoluble in this agent. He proceeds as follows: 500 Cc. of urine, sp. g. 1018-1020 are concentrated to about one-third of the original bulk and 20 Cc. of hydrochloric acid (1.12) are added. This mixture is shaken with three separate portions of about 200 Cc. each of alcoholic ether (5-10 per cent of alcohol). The ethereal liquid is collected and passed through a filter, after which the ether is distilled off. To the liquid which remains a small quantity of water is added and the whole concentrated to 20 Cc. After cooling, the tarry matter which separates is removed by filtration. The filtrate is made faintly alkaline with ammonia, and 0.50 Cc. of a 10 per cent solution of calcium chloride are added, after which the liquid is rendered acid by addition of acetic acid. The precipitate of calcium oxalate which is thus obtained is then treated in the manner customary with the usual methods employed.

Advertising Ideas.

Under this heading we shall conduct a practical discussion of store methods and advertising for retail druggists. The Department Editor will be pleased to criticize advertisements, suggest improvements and answer all questions coming within the scope of this department, provided they are accompanied by the name and address of the writer.

ULYSSES G. MANNING,

DEPARTMENT EDITOR.

Prize Advertisement.

The "American Druggist" offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize this time is awarded to H. F. Ruhl, Manheim, Pa.

CRITICISM AND COMMENT.

Editor Advertising Ideas:

I enclose some of my recent ads for the prize competition. Business increases satisfactorily, the past two months showing a gain of 26 per cent over the corresponding months of last year. We had a great sale on our sarsaparilla this season. A distribution of the same folder we used last year, two newspaper ads, a window display and a prevailing epidemic of cerebro spinal meningitis did the work. A description of two recent window displays is enclosed.

Manheim, Pa.

H. F. RUHL.

Mr. Ruhl's Window Displays.

"I took blood red tissue paper and by folding cut six hearts at one time, using a pattern so as to make them symmetrical. The hearts were about 1x1½ inches in size. These I pasted on the glass to form the following sentence in large letters: 'Makes the blood pure.' In the window I had a stock of sarsaparilla with blood red wrappers. At the same time the percolation of the sarsaparilla was in progress in the window. I made three lots of 24 bottles each while the display lasted. I used several signs, describing the percolation and advertising the remedy. These were printed on red paper and cardboard."

II.

"We arranged an ammonia window as follows: I borrowed all the worn-out brooms and scrubbing brushes in the neighborhood. These I arranged in the front part of the window. Back of these, in plain view, I had this sign: 'These would be less worn and their owners would have saved their strength had they used Household Ammonia.' The displays attracted a great deal of attention."

Live Methods.

Mr. Ruhl sent in a batch of ads and circulars in addition to his description of window displays. All of them are good; their merit was such as to entitle him to the prize this week over strong competition. His methods, as indicated by his ads and communication, can be commended in every way. He has a

clear perception of the talking points afforded by his goods, and he backs up persistent newspaper work by subsidiary advertising—circular, slip or booklet distributions, window displays, etc., whenever opportunity presents itself. The ads reproduced in this issue are all very good. No one who knows what advertising is can question their merit. You need never worry about your ads not being read if they are as replete with business news as these are.

Trade Stimulators.

Mr. H. G. Sapper, Washington, Mo., submits a good ad which cannot be reproduced in its original form owing to its size. It was set with a border of about one inch of white space and was very conspicuous. The text was substantially as follows:

DRESS UP THE YARD

this spring. Give the porch, steps and that old lawn chair a coat of paint. It is wonderful what a few cents' worth of paint can do towards beautifying one's premises. A trifling expenditure will result in many dollars' worth of improvement.

We have ready-mixed paints in cans from 15 cents up. Brushes good enough for ordinary work for as little as 5 cents. An investment of 25 to 40 cents in paint may improve your yard as much as a \$40 suit of clothes improves a man. Come in and let us talk it over.

It is well to use ads of this character whenever you have some such practical suggestion to make. Trade can be stimulated by talking people into the use of goods. Any druggist who keeps his eyes open and watches the purchases of his customers can often get some hint that can be advantageously placed before his patrons at large. It is well to work for those who want to buy, and to work for those who should buy.

Telling the Whole Story.

J. R. Cajacob, Little Rock, Iowa, sends in a paint ad that illustrates one essential feature of good advertising. His ad tells the whole story. It took a column to do it, but I am sure this amount of space was justified, for it is filled with interesting and convincing matter sufficiently broken up by sub-headings as to look readable. The ad was not well set, but the setting could not greatly detract from the pull-

ing power of the ad. The column of matter is divided into seven paragraphs, each of which is introduced by a side head set in large, but very condensed type. Such type is always hard to read and it does not hit the eye hard enough for display purposes. A smaller, blacker and more extended face would have been much better. Nor do large side heads often look well in a single column space; the catch line will be more conspicuous if placed above the ad.

In his ad Mr. Cajacob covers the following points, all of which any paint advertiser can use to advantage either in one ad or a series of ads, preferably in one: 1. Paint increases the selling value of buildings. 2. The best paint is always the cheapest. 3. The quality and reputation of the paint here offered. 4. The amount of space it will cover. 5. The var-

The Housewife's Worst Enemy.

Early in May the miller or moth fly begins to deposit eggs. As soon as they are hatched the moth worms begin feeding on the woollens and continue until they are full grown. They then spin themselves into cocoons and change, in them, to the miller or moth fly. This requires from six to eight weeks.

There are two or three generations yearly. Each miller or moth fly deposits about two hundred eggs. Knowing how they multiply, it can be easily understood why they are so destructive.

To guard against moth, woollens should be packed away early in May, or earlier if possible. Before putting away, sun, beat and brush thoroughly, then pack away with a liberal supply of moth balls or camphor. Woollens and furs so packed, if free from eggs before putting away, are practically moth-proof.

Price hints:

Camphor 5c. oz., 16c. ¼ lb.

Moth balls 5c. lb.

Turpentine 10c. pint.

Insect Powder 5c. oz., 15c. ¼ lb.

Insect Powder Guns, 8c.

Ruhl's Drug Store.

ious varieties offered. 6. The other paint supplies carried. 7. General argument as to the economy of painting and the security and saving afforded by buying of the advertiser.

Used with Moderation.

The French Drug Co., Tacoma, Wash., submit a general ad under the heading of

"Reliable Drugs." The ad is well written and nicely displayed and is a very good production of its kind. It is the kind of an ad, however, that should not be used too often. There are certain things that an advertiser wants to say that must be said in ads of this sort, but they should be interspersed with ads on definite articles

Bounteous Fruit Crops.

Spraying fruit trees pays. There is no longer any doubt about it. Tests prove it. At the Kentucky Experiment Station two trees of as nearly equal size as possible were taken. One was sprayed, the other was not. The sprayed tree yielded 218 pounds of apples; the unsprayed only 40 pounds. This shows a yield over four times greater in favor of spraying.

With the above facts in view can you afford not to spray your trees? Pumps are not very expensive. A pound of London Purple costing 20c. is enough to spray all the trees of an ordinary sized orchard.

If in doubt what to use for different fruits, or how strong to make solution, come to us and our knowledge is yours for the asking.

Below are prices for goods while present stocks last:

London Purple, 20c. lb.
Paris Green, 23c. lb.
White Hellebore, 30c. lb.
Sulphate of Copper, 10c. lb.

Ruhl's Drug Store.

of stock or by items of pure business news. Mere "talky" ads have a tendency to weary readers if too persistently used.

Good Argument.

W. O. Frailey, Lancaster, Pa., uses an excellent folder to advertise his sarsaparilla. It is printed in green on white paper and the catch line on first page is: "Have you that tired feeling?" This is a slightly hackneyed phrase and does not quite fit the contents of the folder, which is chiefly devoted to argument on the efficacy of this remedy in rheumatic troubles. The emphasis given to rheumatism in this circular and the exclusive use of rheumatic testimonials may detract somewhat from its value as an advertisement for a general blood purifier. It ought to sell the medicine to rheumatics, but would not be quite as effective in other directions. The arrangement and construction of the circular are good. The argument is logical, and the use of prominent headings will help carry the reader along.

Doubtful if It Pays.

E. Villars & Co., Carthage, N. Y., have issued a pamphlet of sixteen pages and cover entitled "Quality, Freshness, Accuracy—the three essentials."

They have spared no expense in getting it up and it is well written, but there is danger of giving people an overdose in a production of this sort. So many subjects are treated, and in most cases in such a broad and general manner, that readers may fail to get a very strong impression. If they do take time to read it through the chances are that by the time they finish their impressions will be somewhat jumbled. While the expense of dividing this matter into several booklets or folders and making separate distributions would be greater, they would hit harder and this method would prove more economical in the long run. The prob-

Cutlery At Keenly Cut Prices.

The cutlery manufactured by Wolfertz & Co., Allentown, needs no praise. "Allentown" cutlery is well known everywhere. It can be depended upon.

The retail prices, in most cases, are higher than they should be. We can save you a fourth or perhaps even a third.

\$2.50 Razors. Carved white bone handle, extra hollow ground $\frac{1}{2}$ -in. blade. Guaranteed. Our price, \$1.90.

\$2.00 Razors. Black rubber handle, extra hollow ground $\frac{1}{2}$ -in. blade. Guaranteed. Our price, \$1.50.

\$1.50 Razors. Black rubber handle, extra hollow ground $\frac{1}{2}$ -in. blade. Guaranteed. Our price, \$1.05.

\$1.25 Razors at 95c. 75c. Razors at 60c.

Pocket knives from 5c. to 57c. An example: $3\frac{1}{2}$ inches long, stag handle, brass lined, two extra heavy blades, German silver cap, bolster and shield. Usual price 75c. Our price 57c. See our window.

Ruhl's Drug Store.

ability always is that when an advertiser gets out as ample a pamphlet as this he does not intend to issue anything else for some time, which is a method that is being rapidly abandoned. It is found better to administer one's advertising in broken and frequent doses.

Send specimens of your advertising matter to us for criticism. It costs nothing and will help you.

Administration of Heroin and Heroin Hydrochloride.

Dr. Goldmann, of Berlin (Allg. Med. Central-Zeitung, No. 33, 1899), in an interesting review of the therapeutics of these remedies, states that heroin, owing to its difficulty of solution in water, is chiefly adapted for administration in powders or pills, while for administration in drops and mixtures, and especially for subcutaneous use, its water-soluble salt, heroin hydrochloride, is particularly suitable. In preparing solutions of the latter the presence of alkalies, as for example bicarbonate of sodium, liquor ammoniac and the like, should be avoided, as otherwise a precipitation of heroin occurs. For making solutions of heroin hydrochloride for hypodermatic use the water should be previously sterilized and allowed to partially cool before addition of the drug. The following formulas are collated from the literature on the subject:

FOR SUBCUTANEOUS USE.

Heroin hydrochlor. 1.0
Aqua. dest. steriliz. 50.0
Dose 0.25 to 0.5 Cc. 3 to 4 times daily.

COUGH DROPS.

Heroin hydrochlor. 0.10
Aqua. amygd. amar. 20.0
Dose 15 to 20 drops, 3 to 4 times daily.

FOR COUGHS IN ADULTS.

Heroin pur. 0.003—0.005
Sacchar. alb. 0.50
D. t. dos. No. 10.
Dose one powder, 3 to 4 times daily.

FOR WHOOPING COUGH.

Heroin pur. 0.0005—0.002
Sacchar. alb. 0.50
D. t. dos. No. 10.
Dose one powder, 3 to 4 times daily.

SLEEPING POTION IN NIGHT SWEATS OF PHTHISIS.

Heroin pur. 0.005
Trional 1.0
D. t. dos. No. 5.

To be taken with a cupful of hot fluid before retiring.

From the clinical reports thus far published by Professors Eulenburg and Leo, Drs. Manges, Freudenthal, Strube, and others, it would appear that the dose of heroin and heroin hydrochloride in adults varies from 1-24 to 1-6 grain for internal administration, while for hypodermatic use it is recommended to begin with a minimum dose (1-24 gr.), which is gradually increased if necessary. For children much smaller doses will suffice. Both these drugs are supplied by the Farbenfabriken of Elberfeld Co., 40 Stone street, New York, the selling agents in America for the Bayer pharmaceutical products.

The Administration of Salicylates.

Decoopman (Rep. de Phar.) finds that the inability of many persons to tolerate moderate doses of the salicylates, which finds its expression in nausea, vomiting, deafness and insomnia, is obviated by the simultaneous administration of sulphate of quinine. The best combination, according to the above-named authority, is salicylate of lithia (five parts), and sulphate of quinine (two parts).

A sprained ankle kept in hot water for twenty-four hours will heal.

Wit and Humor.

Drug-Store Yarns Told After Business Hours, Being New Prescriptions for Weary Druggists.

Anecdotes of the Comic, Humorous or Pathetic Side of Drug-Store Life Are Solicited for This Column—For Accepted Articles Payment Will be Made.

THE DRUGGIST WITH A HEAD.

By M. QUAD.

THERE were three drug stores in Jackson, and Jackson had about 7,000 inhabitants. There was a good deal about the town and more about the stores which might be called slow and old fashioned. In addition to drugs and fancy articles, each store dealt in outside goods. One was half grocery; another had boots and shoes; the third sold agricultural implements and Cincinnati carriages, and its proprietor was also interested in a spring-bed and a patent churn. If any man had declared his belief that a straight-out drug store would pay expenses he would have been called a fool in answer. Things had been going on in this mixed-up way for many years when a stranger appeared in town and began loafing around the drug stores. Some said he was an agent for a guano factory and was wanting one of the stores to handle his stuff; others that he had invented a lightning pile-driver and Druggist Taylor was going to handle it in connection with tooth-brushes, castor oil and fly-paper; others yet that he was trying to get Druggist White to open a coal, wood, insurance and real estate office as a combination which couldn't be beat. The stranger was a curiosity and gossip, and most of the gossipers whittled away at pine shingles and decided that he didn't amount to no great shakes. The only citizen who sized him up correctly was Uncle Eben Schemerhorn. He took his time about it and chewed up half a plug of tobacco before he said:

"Wall, boys, I ain't givin' no opinyun as to how 'taters will pan out this fall, but as to that stranger, he's got a head on him. Yes, sir-e-e, you can see that he's got a head on him."

"Of course he's got a head on him, but what of it?" asked one of his hearers.

"Never you mind—never you mind!" replied Uncle Eben as he winked his left eye and nodded his head in a knowing way. "When the band begins to play and the Bengal tiger to roar you jest remember that I said that feller had a head on him."

After a few days the band struck up. That is, the stranger bought out Druggist White. The roar of the "Bengal" followed. That is, Mr. Harper, the new man, decided to get rid of grindstones, corn-shellers, patent churns, groceries, confectionery and top-buggies and run a drug store. He was called a fool by some and a lunatic by others, and the rest of the town predicted that he would go to the wall inside of three months. Again Uncle Eben chewed tobacco and whittled a shingle as he said:

"Boys, I ain't sayin' whether it will be a good year fur coons or not, but don't you make no mistake on Harper. He's a man with a head on him."

Mr. Harper visited all the business houses and assured their proprietors that he didn't propose to carry any of their lines. That announcement appealed to their selfish interests, and he made a score of friends at once. He brought on his family and divided his custom evenly around in the matter of groceries, meats and dry goods. That increased his list of friends. Then he changed the interior of his store all over, put in a display window and a soda fountain, and was ready for business. Business came, but not with a rush. People wanted to "wait and see." The other druggists were aroused and meant to hang onto their customers. Mr. Harper might be all right, but he was cutting a wide swath for Jackson. At that time I was an apprentice in the office of the "Weekly Herald." There was an opposition weekly called "The Banner," but no daily. One day Mr. Harper came into the "Herald" office and had a confidential chat with the editor. When he left us it was to go over to the "Banner" and have another confidential chat. Uncle Eben knew nothing about these visits, but a day or two later, when someone remarked to him that his druggist with a head wasn't taking in a barrel of money per day, the old man bit off a fresh hunk of his plug and replied:

"Don't you worry your gizzard about that new feller. I was in his store last night after some sulphur, and I saw sun-thin' in his eye which told me that there was a hen on."

The "hen" betrayed herself when the next issue of "The Herald" appeared. In a double-leaded article nearly two columns long it "went for" the new druggist in savage style. It purported to give his history for several years past, and about the pleasantest thing it said of him was that he was an escaped convict. That article was written by Mr. Harper himself, and he paid \$10 for its publication. You may believe the town was excited. That excitement was added to three days later when the druggist sued the "Herald" for half a million dollars' damages. It got still another boost when the "Banner" came out with a two-column article and denied each and every charge published in the "Herald." It did more. It boldly announced that the editor of the "Herald" had spent a year in an Ohio jail for stealing two hogs. It gave the weight, color and value of the hogs, and the dimensions of the cell occupied by the editorial thief. The "Herald" at once sued the "Banner" for \$200,000 damages. It did more. It came out in a three-column article and gave a history of the editor of the "Ban-

ner" from the time he was foaled. It was good reading matter, and Captain Kidd wasn't in it by comparison. It naturally followed that the "Banner" wanted \$400,000 damages from the "Herald," and by this time the "Bengal" was roaring to beat a cyclone.

"Boys," said Uncle Eben as he sharpened his knife on his bootleg and spat at the nose of a dog ten feet away, "I don't claim to be no authority on bob-tailed foxes, but I do know a man with a head on when I see him. Didn't I tell you that druggist feller had a head?"

"But he'll be driven out of town or arrested and jailed," protested one of the crowd.

"Mebbe he will," said Uncle Eben as he winked his eye six times and nodded his head at every wink. "Yes, mebbe you are right, but look out for the roar of the Bengal jest the same."

There were a thousand people in Jackson who said that Mr. Harper ought to be arrested, and wondered why it wasn't done, but at the same time at least half of them sneaked into his store to get a look at him and bought more or less. There was another thousand who said he wouldn't have dared sue the "Herald" if he had been guilty, and that they wouldn't condemn him unheard. Most of these people dropped in to let him know how they felt, and they took away more or less goods. The "Herald" not only returned to its attack in its next issue, but bore down with increased spite. It went so far as to hint at murder. There was a second suit for damages, and again the "Banner" came out as champion and walloped the "Herald." Two more suits were filed, and it was announced that each editor had determined to shoot the other on sight. Detectives came from half a dozen cities to look Mr. Harper over, but all went away with their tongues in their cheeks. Men were sent on from two State prisons to identify him as an escaped prisoner, but it was remarked that they looked silly after a call at his store. Reporters also came from some of the big city dailies, but never a note did they jot down in their books.

When the excitement had continued for four weeks three clergymen, two physicians and the Mayor of the town agreed to act as a committee to investigate and report. They ascertained that the "Herald" had been deceived. Thereupon the "Herald" came out with an ample apology. They brought the two editors together, and after an awful struggle they agreed not to shoot each other. They brought the two editors and the druggist together, and it was agreed to drop all suits for damages. Then the committee prepared and signed a statement to be published in both papers, and the druggist bought 5,000 copies of each and mailed them broadcast over the town and county. In the same issue he had a full-page "ad," and the thing was done. Bless you, my children, but there was only one drug store in Jackson after that. Farmers would drive twelve miles to buy salts at Harper's, and the townspeople kept his fingers sore making change. He was made chief of the fire department, elected alderman of his ward, taken into lodges and societies and elected a trustee of the leading church, and when he died, ten years later, he was one of the richest men in town. Only four or five of us knew the true inwardness of the affair. Uncle Eben wasn't one of the "ring," and yet he chewed away at his plug, whittled away at his shingle, and with many sagacious

lous nods of his head he said to his crowd:
"I ain't predictin' 'bout the weather
next winter, nor the grasshoppers next

summer, but I'm sorter givin' you a hint
that we've got a drug store man in this
town with a head on him!"

tion is the best possible evidence that his personal efforts on behalf of the N. A. R. D. are fully appreciated.

GEORGIA JOINS.

The Georgia Pharmaceutical Association, at its meeting held in Warm Springs, June 13, 14 and 15, enthusiastically endorsed the N. A. R. D. on motion of its Committee on Trade Interests. C. M. Crosby, of Marietta, and Malory H. Taylor, of Macon, were elected delegates to the Cincinnati convention. Steps were taken to organize the larger cities of the State in order to affiliate with the national body, and the work is already under way. The thanks of the national association are due especially to retiring President C. O. Tyner and C. M. Crosby, chairman of the Committee on Trade Interests, for their energetic and well-directed efforts to acquaint the membership with the right of the national association to recognition and endorsement.

LOCAL ASSOCIATIONS AT WORK.

The druggists of Nashua, N. H., have an organization composed of most of their number that has been doing effective work for several years. Writing to the national secretary, the treasurer of the association says: "Our association voted at their last meeting to join the N. A. R. D., and I enclose a check for the membership fee of said association. We are not troubled with cutters, and get good prices. We are in sympathy with the national organization, and hope that others in our State will join us. We realize that we can get no benefit in this city from the N. A. R. D., as we ourselves make prices and live up to them; but we do not know how soon a cutter with yellow wings may alight in our peaceful valley and we shall get another taste of the 57-cent business. By banding together we know that we may be able to help our brethren of some other city, and we believe in the N. A. R. D. fully."

A NOVEL PROPOSITION FROM THE SOUTH.

A novel proposition has been received by the officers of the N. A. R. D. from a Southern city. The writer says that the advent of a cutter in this city was followed by general price slaughtering, the organization of druggists going to pieces within a short time. Having noticed that the national association was restoring prices in some localities, and emboldened by the recent action of the Proprietary Association, this druggist writes that if the N. A. R. D. will cut off the supplies of the trade demoralizers in his city and force them to do business properly, the druggists there will reorganize and pay their dues to the national treasurer. It is hardly necessary to say the proposition was declined, with thanks. If the retail drug trade of a certain community expects the national executive committee, unassisted, to remedy their bad condition, when they themselves have done nothing toward the accomplishment of the task, they richly deserve the disappointment they have incurred.

The druggists of San Francisco are greatly interested in the plans of the N. A. R. D. This city, as much as any other in the country, has suffered from the cut-rate evil. The local association, on account of the general demoralization and hopelessness that has taken possession of the trade, long since ceased to be effective. A new organization to affiliate with the N. A. R. D. is one of the probabilities of the immediate future.

Naval Pharmacy in France.

According to the "Chemist and Druggist," Dr. C. Auffret, of the French Naval Sanitary Service, writes in the "Archives of Naval Medicine," that the antiseptic treatment of wounded sailors on board a French man-of-war is an absolute impossibility. Thanks to the policy still persisted in of leaving the medical supplies in the hands of incompetent officials, instead of confiding them to a skilled and qualified staff of navy pharmacists and surgeons, the material in the sick-bay of a vessel is still the same as in the days of the Crimea. Wooden operating-tables (very nests of bacteria), a table of all work for the dressings, no appliances for sterilizing instruments or even antiseptic washing of a sore, are a few of his measured but grave criticisms. Poisons put into the first bottle the surgeon can beg or borrow from the cook or steward is another dangerous practice. In the United States we are better off so far as the apothecary afloat is concerned.

NEWS OF THE N. A. R. D.

Endorsement from All Sides.

Jobbers in the West Approve—State Associations North, East, South and West Declare Allegiance to the N. A. R. D.

WESTERN JOBBERS ENDORSE THE ACTION OF THE PROPRIETORS.

CHICAGO, June 23, 1899.

Thos. V. Wooten, Esq., Secretary N. A. R. D.:
Dear Sir—We notice the "Proprietors' Association," at a meeting in New York on June 8, adopted a resolution expressing their sympathy with the efforts being made by the National Association of Retail Druggists to "stop the cutting evil." We desire to convey to the National Association of Retail Druggists, through you, an expression of our full sympathy with the spirit of that "resolution." This evil can only be remedied by the combined and harmonious action of proprietors, jobbers and retailers. Yours very truly,
(Signed) FULLER & FULLER CO.
J. Walker Scofield, Secretary.

VIEWS OF A WESTERN PROPRIETOR.

The national secretary has received from a prominent firm of the West a lengthy communication, from which the following extracts are taken: "We are absolutely in favor of confining our sales to the legitimate wholesale drug trade. With a thorough organization on the part of the retailer, every man being absolutely honest in this respect, I believe you can prevent general stores and cutters from getting the goods. As for ourselves, we are willing to do anything in our power to assist the retailer in maintaining the established price. * * * Our Mr. — has just returned from New York, where he attended the convention of the Proprietary Association, and it seemed to be the feeling and the sense of all proprietors to do all they could to stop this general slaughter. * * * I sincerely hope that with the great wisdom there is in the retail druggists' association you will be able to devise some means that will be perfectly satisfactory to all and will give the retailer the benefits to which he is entitled."

THE ATTITUDE OF MASSACHUSETTS.

At the June meeting of the Massachusetts S. P. A. the address of President Curran contained the following statement in relation to the N. A. R. D.: "There is another question upon which I desire to speak, and one that merits the attention and consideration of this body; in fact it is considered by many to be the most serious question that at the present time confronts the retail druggist. The National Association of Retail Druggists was organized last October at St. Louis, having for its object the betterment of the condition of the retail druggist. It is a well-known fact that since the stamp law went into operation certain manufacturers of patent medicines, etc., have taken advantage of the occasion to increase the price on their goods, not only to cover the cost of the stamp, but, in most cases, at an advance entirely uncalled for, so that it is a serious question for you to eke out a living from the sale of patent goods. The percentage in the selling of these goods is so small that there is no satisfaction in handling them. It is entirely out of the question for those manufacturers to put such an exorbitant price upon their goods. The retail druggists are the men who help make the reputation of a patent article. We are the distributors of the advertising pamphlets that they furnish to introduce and call the public's attention to their wares. We also purchase the goods and exhibit them in prominent places in our stores at a time when they are unknown, and we are relied upon to recommend the goods to the confidence of the purchasing public. We are the medium through which it is absolutely necessary to sell the goods, and we should demand, and do demand, that a living compensation be given us in return for our labors. It would be a very easy matter for retail druggists to refuse to handle goods of a concern that is sordid and grasping; and it would, in my opinion, be as advantageous to us in the end from a financial standpoint as to invest our money in goods that

yield no recompense, and at the same time maintain expensive establishments for the transaction of a business that gives us only the proverbial stone for our trouble. There are other questions of moment to you with which this National Association will deal. I believe that it is our duty to encourage and help the good work either by joining them in a body or recommending the association to the consideration of the retail associations throughout the State. In order that any action that we may take in this matter may be effective, I recommend that this association endorse by resolutions the National Association of Retail Druggists and the good work that they have undertaken." The association unanimously endorsed the work of the N. A. R. D., and empowered the secretary to ascertain the number of members who are willing to have the association join in a body. This is to be done by a postal card vote, and if a majority signify their willingness the step will be immediately taken.

CONNECTICUT FALLS INTO LINE.

The following resolutions were adopted by the Connecticut Pharmaceutical Association at its recent meeting:

"Resolved, by the Connecticut Pharmaceutical Association assembled at Bridgeport in annual meeting June 13.

"That we heartily endorse the National Association of Retail Druggists in their efforts to improve the condition of the retail drug trade.

"That we believe the N. A. R. D. is organized on a broad and wise basis and is wielding an influence which is bound to be recognized by the proprietor and jobber, resulting in the recognition of the justice of our position and the consequent advance of the retail trade to better conditions.

"That we recognize the necessity for a stronger national organization to secure adjustment of the many wrongs which we suffer, and that in the N. A. R. D. the retail druggists of America have an organization of the best element of the retail trade, strongly united for the purpose of making a grand effort to secure to us what of right is ours—the distribution of all medicines through the druggist only, also the reduction in the wholesale price of proprietaries and the removal of the stamp tax on medicines.

"That the N. A. R. D. has been guided from its inception and organization up to its present accomplishment by unusual wisdom and by a spirit born of a desire to improve existing conditions, to the end that the retail druggist may enjoy a greater reward for his labor.

"That the energetic spirit shown by its officers to push forward the important work which it has undertaken is especially commendable, and we desire to convey to them our hearty appreciation of their efforts.

"That as Connecticut has led the New England States in representation so will she lead in pledging to the N. A. R. D. her united and hearty support of its efforts to bring about all for which it hopes.

"Resolved, That steps be taken at this meeting to secure the formation of county associations in each of the several counties of the State to take active measures to push forward the work of organization and assist in every way possible the plans and purposes of the N. A. R. D."

By unanimous vote the president was directed to appoint a committee of three members in each county for the purpose of forming county organizations to affiliate with the N. A. R. D. and make the plans of the association effective. The usual assessment of twenty-five cents was voted upon the entire membership of the association, the treasurer being directed to remit as early as possible the amount due therefor. Chas. A. Rapelye, of Hartford, who will be remembered as one of Connecticut's representatives at the St. Louis convention, was elected secretary for the ensuing year. Retiring president John W. Lowe is greatly pleased with the enthusiastic endorsement given the national body, and feels that the action of the associa-

PROPRIETARY AFFAIRS.

News and Notes of the Great Proprietary Medicine Interests.



A. BAUER,
Treasurer.



S. H. BLACK,
Secretary.

Of the Firm of Bauer & Black,
Chicago, Ill.

Bauer & Black, of 283 Twenty-fifth street, Chicago, succeeded the T. W. Heineman Company in 1894. The present officers are L. Bauer, president; A. Bauer, treasurer; S. H. Black, secretary, and G. T. Bauer, superintendent. L. Bauer, A. Bauer and G. T. Bauer were for several years identified with the T. W. Heineman Company. S. H. Black has been in the porous plaster and surgical dressing business fifteen years, ten years with two Eastern manufacturers and five years with his present company.

Each department in the Bauer & Black business is under the personal supervision of a member of the firm; nearly all their employees have been in the service of their predecessors and themselves from ten to twenty-five years and are thoroughly skilled in the various departments of their work. The result is a staple line of plasters, surgical dressings, suspensories and chest protectors, the quality of which is as nearly perfect as human skill, improved machinery and high-grade materials can produce. Through the successful efforts of a competent staff of twenty salesmen under the direction of Mr. Black, the Bauer & Black line has been thoroughly introduced throughout the United States, Canada and some foreign countries.

Bauer & Black have occupied their new factory since May 1st, this year; it is said by those who have seen it to be one of the best equipped plants in the world for their class of business. A cordial invitation is extended to druggists and physicians to inspect it at their pleasure.

negotiated without loss to himself and on very favorable terms to the buyer. Now, these goods, picked up here and there in various parts of the country, are a mongrel-looking lot—representing many different dates of issue, and in all conditions of shabbiness and discoloration.

When the Chicago concern began operations, their method of making the goods marketable was simple. They wrote to the manufacturer and informed him that they had so many dozens of his goods that were shop-worn, and asked him to forward fresh wrappers. At first, the manufacturers furnished the wrappers without any question. After a time, he became more wary, and then the Chicago concern had to elaborate its methods. This elaboration worked so well that it is in force at the present moment. The Chicago concern writes to a manufacturer and offers to buy, say, five hundred dollars' worth of goods, less the usual jobbers' discount, if he, the manufacturer, will credit against the purchase one hundred dollars' worth of shop-worn goods which the Chicago concern happens to have in stock. When this deal goes through, as it usually does, the hundred-dollar credit has cost the Chicago concern just six dollars and sixty odd cents, so that when the five hundred dollars' worth of fresh goods reaches him, he has had them of the manufacturer at a discount of twenty-five to thirty per cent. To put it in another way, he has had a rebate of forty dollars on a four hundred dollar purchase, and a rebate of ninety-three dollars and some odd cents on a hundred-dollar purchase, which is in the nature of pretty good buying. With smaller manufacturers, the terms are so much more severe that the aggregate of discount made by this peculiar method is said to be as high as thirty-five to forty per cent. Once a month this concern is said to issue a price-list to jobbers, cutters and department stores, with discounts ranging from fifteen to twenty-five per cent.

The amount of business done annually is said to be enormous, and the concern is reputed to have made a fortune. Many proprietors have found its methods so hurtful, however, that they now refuse to have any dealings whatever with it. Then ensues a further development of the game. The retail druggist himself applies to the manufacturer, and asks either for fresh wrappers, or if that won't work, then a credit on his shop-worn goods against a larger purchase. Recently, a retail druggist in Lexington, Ky., wrote to a manufacturer and offered to take two hundred dollars' worth of goods and pay cash for them, if the manufacturer would credit eighty-five dollars' worth of shop-worn goods, which would be returned. As the amount of the purchase and the amount of the shop-worn stock were both excessive for a town of the size of Lexington, the manufacturer suspected that the Chicago concern (by now refused all goods or wrappers on any terms whatsoever) was behind the proposal in some way. He therefore wrote the Lexington druggist and told him that as he did not find his, the druggist's, name on the books, he would like to ask from whom the goods had been purchased. The druggist answered that they had been bought by his predecessor. The manufacturer wrote back and asked for the name of the predecessor, which, being furnished, afforded no clue, for it was not to be found on the books either. That settled the question for the manufacturer. The Lexington druggist did not get the goods.

NEWS AND COMMENT.

How Proprietors Are Hurt.

There is a concern in Chicago which has for years followed practices peculiarly hurtful and annoying to proprietors. It is a curious fact, as everyone in the line knows, that a patent medicine may turn out a poor seller in one section while it remains a good seller everywhere else. In consequence of this, almost every druggist has goods in his stock which either sell very slowly, or do not sell at all. He is, naturally, delighted when a chance of disposing of these goods without loss is offered him. The agent of

this Chicago house looks over the druggist's stock, and makes him an offer. The offer usually takes this form. "Here," says the agent, "is a bottle of medicine that, from the look of it, must have been on your shelves for a dozen years. The retail price of it is twenty-five cents. Now, I'll give you for it a rubber article in the druggists' sundries line that sells anywhere for a quarter." The article in question is, say, something that is not commonly mentioned in polite society, and, alas for the morality of the times!—does indeed sell anywhere, and sells readily enough, too. It cost the Chicago concern, let us say, one cent. On that basis all the druggist's unsalable patents are

From the point of view of the retail druggist, it is perhaps permissible that he endeavor to convert his dead stock into live stock by this or any other means in his power. But, for the purpose of converting a few dollars' worth of unsalable goods, he should scarcely allow himself to be made such a cat's-paw to the Chicago concern as this Lexington druggist seems to have been. It should be accepted as an every-day working axiom by the intelligent druggist, that anything that is hurtful to the interests of the manufacturer should be discountenanced. The manufacturer is now doing everything in his power to help the druggist. There is no humbug or pretense of any kind in this attitude. The manufacturers are sincere in their frankly expressed wish to secure the return of sales of remedies to the drug store, and at living margins of profit. But, as has been said over and over again, the retail druggist must not delude himself with the notion that he is going to be legislated into happiness and comfort for nothing. Benefits in this vale of tears are not to be obtained without cost. If the manufacturer is to help the retail druggist, then the retail druggist must help the manufacturer. There must be reciprocity of helpfulness. The union between these two branches of the trade should be made so strong that the element of dead stock should be eliminated.

A Despicable Practice.

It is said that manufacturers whose remedies are dispensed under physicians' prescriptions by druggists are suffering more than ever from a peculiarly hateful practice. This consists in refilling bottles with imitations of the original product, and using this in prescriptions. Such a thing would not be believable had it not been abundantly proved. Leaving aside the question of the cowardly wrong thus done to the manufacturer—a wrong of precisely analogous nature to picking a pocket or sneak-thieving of any kind—it is incredible that a pharmacist who knows anything of the niceties of physiological action, can make up his mind to take such chances with patients whose very lives may hang in the balance. A man who will do such a thing with his eyes open must have rather less conscience than a goat. And if his eyes be not fully open to the vitalness of the risk he is assuming, then he has no business to write Ph.G. after his name. But it is charged on all hands that the practice is more indulged in than ever before. It is one of those things that cannot be readily proved against the druggist. He swears by all his gods that the bottle is just as he received it from his wholesaler, and the manufacturer is, ordinarily, unable to establish the contrary in a court of justice. The sins of one unscrupulous scoundrel are more or less reflected on the entire body of men of which he is a member. There is only one thing to be done in the premises. The local societies must deal with the wrongdoer. The onus of the matter lies at their door. Compared with the difficulty of establishing a substitution of this kind in court, it would be simple to establish it before a body of pharmacists. The local societies should work in sympathetic helpfulness with the manufacturers. It will be for the best good of all concerned. If manufacturers and retail druggists are ever to be knit into a firm and enduring brotherhood, there must be frank and manly co-operation on both sides.

The Cuticura Remedies.

At a recent meeting of the Kentucky

Pharmaceutical Association, the following resolution was adopted:

"Whereas, The Potter Drug and Chemical Corporation has at all times manifested a disposition hostile to the interests of the retail druggists of this country, and,

"Whereas, Many local associations, as well as the executive officers of the N. A. R. D., have been unsuccessful in their efforts to have this corporation accede to any of their reasonable requests; therefore, be it

"Resolved, That inasmuch as their goods under the present conditions afford no profit, the Kentucky Pharmaceutical Association suggests to its members and to all other retail druggists that they withdraw from sale at their respective stores all of the products of this corporation.

"Resolved, That we request all jobbers doing business in this territory, for the reasons assigned, to cease handling these products, and that the secretary of this association be directed to notify the secretary of the Ohio, Kentucky and Indiana Exchange of this suggestion, with the request that the members of said Exchange be advised to this effect through his office."

Catalogue "Advertising."

The attitude of The American Druggist upon the question of advertising in the trade lists, catalogues, circulars, house organs, or whatever they may be termed, of jobbing houses, has met with the unqualified approval of manufacturers and proprietors generally, while not a few retailers have also commended the words of the article which called them to account.

"It is hard to use such harsh terms," said a well-known man in the trade the other day, "but if you can tell me how canvassing for advertisements in the catalogues issued by jobbing houses differs from blackmail, I'd like to hear it. I, and the house I represent, have not been behindhand in voicing these sentiments before, and it may be that my views may be recognized, but just the same I do not wish my name used.

"Our house was one of the first to come out boldly on the question. We took the stand that if we advertised in all the catalogues, house organs and price lists that wanted our advertisement it would take our entire profits for a year. Yet if we refused one and used another we would incur the enmity of the one not favored. The result was the invariable rule to refuse all, without regard to their possible value to us.

"And the result. It is an open secret to us, no matter whether the trade knows it or not. We have been blacklisted, boycotted or whatever you might call it. The effect is the same. The wholesale houses offended simply substitute other goods for ours, and they brazen it out, too, unless the retailer is independent and absolutely demands what he has ordered.

"Aren't they all independent?"

"No, indeed. Jobbers have mortgages on more retail stores than you have any idea of, and in those cases your retail druggist takes what is sent him without regard to quality or price and keeps quiet. In one city in these broad United States it is said that one wholesaler either owns 500 stores through their being heavily in debt to him or else has that number mortgaged to him.

"Now in a case like that the wholesaler can say, 'Your ad or your pocketbook,' just as the highwayman says, 'Your money or your life!' If there is any difference it is perhaps that the methods of the highwayman are more polished.

"This little matter is one that the N. W. D. A. could take up without hurting retailers any, and it might also be suggested that a code of ethics be adopted. Members could be got, perhaps, to live up to ordinary business rules—rules established a century or more and absolute-

ly disregarded by a great many wholesale houses.

"What are they? Well, demanding cash discounts after 30 days, insisting on freights that they are not entitled to, and when remonstrated with, writing bulldozing letters. Living up to their agreements might be a good idea, too, and in this connection I am glad to see a healthy sign in the fact that the Proprietary Association is beginning to hold separate meetings and is consulting with the retailers. They have asked the latter for a list of jobbers who break faith with the retailers. Everyone knows that even a small minority of jobbers scattered over the country can demoralize business more than any rebate plan ever adopted, and if the proprietors can make them keep to their terms it will be a good thing."

Mr. Wack's Little Fee.

Mr. Harry Wellington Wack, a young lawyer whose office is on Broadway, in the Borough of Manhattan, has been figuring in England as the defendant in a suit brought by the Crown to compel the payment of a legacy tax on six hundred thousand dollars' worth of stock in the Mother Seigel Company, which were transferred to him by A. J. White. Mr. Wack was Mr. White's legal adviser. Four days before Mr. White died this enormous amount of property was transferred to Mr. Wack, the consideration being twenty-five thousand dollars in cash and "professional services" and money spent. The whole of Mr. White's holdings in the English concern doing business as A. J. White, Limited, were thus turned over to a man whose age might be, approximately, thirty years. The transfer was said to have been made under an instrument executed by deceased's son, Raymond White, through a power of attorney given him by his father. In December, 1898, three months after the old gentleman's death, Harry Wellington Wack took action to have his name entered on the books of the company as owner of the shares. The transfer was then held to be invalid because the power of attorney did not authorize to transfer, but only to sell. A declaration order was, however, made by consent of Mr. Raymond White that Wack should be appointed trustee in the shares with a right of transfer, he depositing fifty thousand dollars to satisfy the Crown's claim for estate duty if it should be held to be so entitled.

In the trial, which was held last month, Wack testified that since the fall of 1893 he had acted as legal adviser, solicitor, attorney and counsel for the late A. J. White in the prolonged litigation against rival traders, mixed up with actions for libel and conspiracy, and had brought the suits to a termination successful to his client. Mr. White then came to London for the benefit of his health, and there, feeling that his end was near, and the considerable sum due Wack for services was still unpaid, transferred 147,500 shares to him as and for payment of his account, he, Wack, having previously received 2,500 shares to enable him to qualify as a director. That it was then estimated by them all that the value of the stock would be two hundred and fifty thousand dollars after deducting brokerage, stamps, commissions, etc., and that that sum should be in settlement of the account—he giving his cheques for twenty-five thousand dollars as security that he would repay any sums realized on the sale of the stock over two hundred and fifty thousand dol-

lars. Under cross examination, he said that his services to his client during five years had extended to matters beyond purely professional work. For instance, "we had to attend to two political campaigns out in Ohio." (Laughter.)

Mr. Justice Grantham—You mixed up company law with politics?

Witness—I have had to do it in the interests of my client, to see that his enemies in Ohio were properly treated. (Laughter.)

In delivering judgment, the justice said that until the month of September, when A. J. White died, there was no evidence that it was contemplated that defendant should be compensated for his legal services in the way which was ultimately agreed upon. The power of attorney was of earlier date. The only authority which could be said to have been given was to settle the account. Where was the account? Where was the agreement by the son, who held the power of attorney, that he had agreed to settle his father's debt for two hundred and fifty thousand dollars? There was no receipt, no bill, no settled account; there was absolutely nothing before the court except the statement of the defendant that he was to have this large sum for legal services. There was nothing which could prevent the defendant from going back to America and there bringing an action against the representatives of deceased for a bill which might be sent in. As to the first transfer of 2,500 shares, the consideration was stated to be ten shillings and the defendant's undertaking to become a director of the company. He was not elected a director, and therefore the consideration failed, and the Crown was entitled to duty on these shares as forming part of the estate. On the transfer of 147,000 ordinary and preference shares, the consideration was stated to be sums amounting to twenty-five thousand dollars paid in cash, and professional services rendered and moneys expended during the preceding three years. The defendant's story, as told in the witness box, was diametrically opposed to that. He stated in evidence that this twenty-five thousand dollars was paid in fulfillment of an arrangement by which he was to repay any sum obtained by the sale of the shares above two hundred and fifty thousand dollars, which was the agreed sum that he was to receive for his services. If that was so, it had nothing to do with consideration for the transfer. Then they had the defendant's statement that the value of these shares was considered by all parties to be seven shillings, but the official from the Stock Exchange showed that they had been dealt in at a much higher figure, more nearly approximating to the value placed upon them by the Crown. No satisfactory explanation had been given that there was any reason for the power of attorney. It had been pointed out that the documents which, on defendant's contention, covered considerations of \$25,000 in cash and \$225,000 for services, were only stamped with ten shilling stamps, but that, it was said, was only an innocent mistake. His Lordship could not accept that view, or that there was a transfer without consideration which could be expressed in figures. It was manifest that there was no sale, which was the only power given by the power of attorney held by the son, and no transfer within that power of attorney. Consequently, the transfer was invalid as against the Crown. There must be judgment for the Crown that the shares were still held

by A. J. White, and on his death, fell into the estate, and were liable to pay duty on the suit of the Crown. Mr. Justice Bruce concurred.

Now, although it has been made to appear by the English court that this transfer was decidedly peculiar—that old Mr. White did not intend it and it was a little arrangement between Raymond White and Harry Wellington Wack which the power of attorney seemed to make possible, the chances would all be in favor of a theory that A. J. White did actually agree to give his young lawyer a transfer of all his shares in the company in payment of services, being convinced that they would not realize anything over the two hundred and fifty thousand dollars which was to be his fee. He was probably too ill at the time to execute a regular transfer, and simply signified his wish to his son and the lawyer as best he could that this should be done. Whether the power of attorney were a sufficient warrant or not, could not make any difference to Wack, because in any event Raymond White could be depended upon to carry out the dying wishes of his father. It is safe to assume that Harry Wellington Wack remains in undisturbed enjoyment of the property. That old Mr. White was curiously easy-going in money matters in the closing days of his life is shown by the story that he loaned the proprietor of a highly problematical New York daily newspaper a hundred odd thousand dollars without any security whatever. In the days of his pristine vigor he would scarcely have indulged in so rash a speculation as this, nor would he have complacently accepted two hundred and fifty thousand dollars as a proper valuation of property afterwards estimated to be worth six hundred thousand. If Harry Wellington Wack were a young man without a conscience, which, of course, he is not, he could very well afford to put up a forfeit of twenty-five thousand dollars against the transfer and take his chances of saving it. In any case, Mr. Raymond White, who is described as a very amiable gentleman, would probably not be hard on him. To go back to the trial in London—that bit of testimony about the two political campaigns in Ohio may be fairly considered the *bonne bouche* of the whole business, alone worth the price of admission. It was illuminating, too.

The Calcium Light Advertising Company.

There is a concern of this name doing business in Newburg, N. Y., whose methods of operation have been criticised. Their plan, as reported to us, is as follows: They approach a proprietary medicine house and offer to take, say, a thousand dollars' worth of goods and pay cash for them, providing the manufacturer will allow them, say, two hundred dollars for advertising, to be deducted from the amount of the purchase, the advertising to consist of displays, house-to-house distribution of matter, and other methods calculated to foster a demand. They carry the goods over the country in wagons, and sell to the public directly therefrom, as well as supplying the country merchants at wholesale. A report of the work done is made at stated intervals to the manufacturer and endorsed by a local druggist. The goods sold at retail and at wholesale to be at fixed and regular prices. It is a part of the contract, and a very positive part, that the prices fixed by the manufacturer shall be inviolable.

In regard to the method of this concern a New England manufacturer writes

us as follows: "I advertised with them two years and they bought quite a quantity of goods each year, deducting the yearly advertising from the bill and paying the balance in spot cash. So far so good. Their advertising contract called for the display in different towns throughout the Southern and Middle States, which they did, reporting from different towns that they visited by having the report endorsed by the local druggist. They were to sell the goods from their wagon, and by wholesale to the country stores, town druggists, etc., at the regular rates, no goods to be sold at cut prices. Their advertising, however, did not prove seller enough to dispose of the goods in that way, so they did not hold to their agreement, but dumped the goods on the market to my regular jobbing trade at cut prices and quoted nearly every jobber in the trade. Neither did they wait for the contract to expire before disposing of the balance of the goods on hand, but commenced to dispose of the goods to my jobbing trade as soon as they received them; consequently it proved an expensive method of doing business, paying big money for advertising which did not give paying results and damaging the trade by offering cut prices." A similar experience is reported to us by a New York manufacturer.

Injunction Asked For.

The Doctor David Kennedy Corporation has begun an action against Doctor David Kennedy to restrain him from using the name Dr. Kennedy, Dr. David Kennedy, Dr. D. Kennedy, or David Kennedy, M.D., in his business of manufacturing Calcure Solvent, Herculine Tonic, Exemaline Ointment and other preparations. His contention is that he sold his name to the company to be used in connection with the manufacture and sale of Favorite Remedy and other preparations of over twenty years ago, and that his present business is in no sense an infringement.

MERE MENTION.

Drs. Squire and Walker, of the Hayes Asthma Institute, who were members of a small party that went on a fishing tour to the Adirondacks, are back with a report of a most successful trip. The party caught over 300 brook trout.

Elden C. DeWitt, of Chicago, first vice-president of the Proprietary Association and chairman of the Committee on Legislation, is figuring as foreman of the Grand Jury of Cook County, Ill. (City of Chicago), the present term of court.

Dr. V. Mott Pierce reports that the specialties of his house are selling at a most satisfactory rate, much faster than during the corresponding period last year, which means that times are better and also that the house is advertising again with all its old-time liberality.

C. I. Hood, of Lowell, recently played the host in a most acceptable manner at a gathering of patent medicine men at the celebrated Hood farm. Quite a party went from Boston and vicinity and they enjoyed the day's outing thoroughly. The visitors took much pleasure in viewing the sights of the place, the live stock and the methods of conducting a modern farm. An elaborate spread, coupled with much after-dinner discussion, brought the holiday to a pleasant end.

State Pharmacists.

ANNUAL MEETING OF THE N. Y. S. P. A. AT ALBANY.

Large Attendance and Proceedings of Great Interest—The Purity of Drugs in New York State—The Drift of New Remedies—The Manufacture of Synthetics—Discussion on Graduation as a Prerequisite for Examination by the Board of Pharmacy—Hot Fight for the Presidency—High Order of Speeches at the Banquet.

THE twenty-first anniversary of the organization of the New York State Pharmaceutical Association was celebrated at Albany in the last week of June, by a meeting which, both for interest and attendance, proved the most successful in the history of the Association. The attendance exceeded the expectations of nearly everyone, the cities of the State being rather more numerously represented than has been the rule in the past, and an active and influential share in the proceedings was taken by the delegates from Greater New York, including the representatives of the colleges of pharmacy, who had considerable at stake in the deciding of certain issues connected with the proposed "All State Pharmacy Law." The colleges were determined from the start to make the Association pledge itself to the requirement of graduation from a college of pharmacy for applicants for examination by a Board of Pharmacy. It is probable that if the representatives of Greater New York had confined themselves to this issue and had not introduced another in their efforts to capture the presidency of the Association, they would have been successful. A test vote on the question of requiring all applicants for registration by the Board of Pharmacy to be graduates of some college of pharmacy revealed both the strength and temper of the majority very early in the proceedings. The Association decided not to concur in the recommendation contained in the president's address by a vote of 54 to 50. The discussion and the conferences that took place on the All State Pharmacy Law demonstrated that, notwithstanding the differences that exist in the practice of pharmacy as between the country districts and the large and cosmopolitan cities of the State of New York, it would be possible to formulate a law satisfactory to all the interests concerned.

THE PROCEEDINGS.

The headquarters of the Association were at the handsome new Hotel Ten Eyck and all arrangements for the comfort of the members had been admirably planned by a committee under the leadership of James E. Husted, a son of Dr. A. B. Husted, the president of the State Board of Pharmacy. The sittings were

held in the large banquet hall of the hotel. The first session opened promptly at 10.30 a. m., with President William Muir in the chair and an attendance of about sixty-five.

The Association was welcomed to Albany by the chief executive of the city, Mayor T. H. Van Alstyne, who delivered an address of more than usual interest. There were none of the customary references to the poor apothecary of Mantua, and his honor congratulated the druggists on their choice of vocation. He differentiated the calling into two classes. He classed them as pharmacists and druggists, and said that while the first could do the work of the second, the second could not do the work of the first. The



PRESIDENT WM. MUENCH.

response for the Association was made by Professor W. C. Anderson, who expressed the heartiest appreciation of the welcome extended to them.

President's Address.

Greetings and welcome speeches over, President Muir called First Vice-President Muench to the chair and delivered the president's annual address. In this President Muir touched upon the organization of the N. A. R. D., which, he said, was wise in conception and broad in realization. He recommended the Association to consummate its membership in the N. A. R. D. and to be represented at the annual meeting in Cincinnati by delegates. The need for a new pharmacy law to operate uniformly throughout the

State was fully considered, and in this connection, President Muir made the recommendation that as a prerequisite for examination by a Board of Pharmacy, the applicant must be a graduate of a recognized college of pharmacy and produce his diploma as an evidence of this fact. The address contained seven recommendations in all and the whole was referred to a committee for consideration.

Reports of Officers.

President Muir resumed the chair and called for the report of the secretary. The total membership of the Association at the date of publication of the proceedings of the previous meeting was 721, and losses by death and resignation since had reduced the number to 690. The expenses of the secretary's office during the year amounted to \$1,091.84.

Treasurer Dalton reported a balance in the treasury of \$885.09, the disbursements of the year amounting to \$1,456.79.

New Members Proposed.

Frank Richardson, of the Executive Committee, announced the names of 58 applicants for membership, as follows:

Allen, John H., Millbrook.
Arndt, Paul, Brooklyn.
Bentley, Bert H., Glens Falls.
Boediker, Otto, New York.
Brannon, H. A., Chatham.
Breuer, H. H., Brooklyn.
Brownell, N. R., Schenectady.
Bruckmann, Fred W., New York.
Buehrle, Henry C., New York.
Cantor, Lorentz, Brooklyn.
Clarke, F. C., Catskill.
Conklin, John M., Patchogue.
Connelly, Henry C., Jr., Kingston.
Cooper, Charles D., Walden.
Dauscha, Bruno R., New York.
Denner, John C., New York.
Dundon, William M., Salem.
Erb, L. G. B., New York.
Faber, Walter E., New York.
Fellows, E. W., Chatham.
Gregorius, George, New York.
Gron, Otto C. B., Brooklyn.
Guerin, Fred E., Rye.
Guilford, Harry B., Rochester.
Haddard, Saleem F., New York.
Hager, Fred J., Rome.
Hastings, Geo. B., Stony Point.
Hitchcock, George H., New York.
Hollands, Burr R., Hornellsville.
Imhoff, Henry, New York.
Johnston, H. W., Rondout.
Joslin, J. A., Newburgh.
Kerster, Henry A., Schenectady.
Kessler, Carl E., New York.
Killilea, John F., Troy.
Kirk, Nelson S., New York.
Kleinau, George, New York.
Knapp, Gilbert P., New York.
Morrissey, Frank J., Brooklyn.
Newton, Homer E. D., Syracuse.
Nichols, Amasa J., Pulteney.
Paul, Ralph, Long Island.
Pond, F. N., New York.
Ransier, H. E., Manlius.
Reuter, Richard, New York.
Robinson, W. J., New York.
Roller, Emil, New York.
Saohs, Julius A., New York.
Sieman, Fred H., New York.
Smith, DeWitt C., Fishkill.
Smith, Reuben R., New York.
Thorpe, Geo. E., Syracuse.
Weinman, Frank J., Rochester.
Werner, Rudolph C., Brooklyn.
Wernert, Leon, New York.
Wilcox, Herbert H., West Winfield.
Worster, Alfred B., Syracuse.
Zuckgraf, Charles F., New York.

The Executive Committee reported through Dr. P. W. Ray, Thomas Stoddart, chairman, being absent in Europe. The report was taken up mainly with the minutes of the conference held at Albany on the All State Pharmacy Bill, introduced in the last legislature by Assemblyman Cotton, of Kings, at the instance of the State Pharmaceutical Association. This bill was objected to very strongly by the New York city druggists on various grounds. The fact that it provided for two grades of licenses was a source of considerable objection. The objectors

to the bill claimed that the present State Board has failed to properly inspect stores in its own territory, because of the great extent of said territory. In view of these objections, the Executive Committee was requested to ask the Committee on Legislation to withdraw the bill, but the committee decided that, inasmuch as the Association at its last meeting gave the Legislative Committee definite instructions to have the bill introduced and to use every effort to have it passed, the Executive Committee could not now consistently ask for its withdrawal.

SECOND SESSION.

The second sitting was convened at 2.45 p. m. on Tuesday. After the usual routine business, including the reading of the minutes of the preceding sittings, Mr. Richardson, of the Executive Committee, reported twenty-four additional applications for membership. Then President Muir resigned the chair to Mr. Muench, and read the report of the Committee on Legislation, of which he was the chairman. The report recited the work of the committee in opposing obnoxious legislation. The text of the new law to prevent the adulteration of natural fruit juices was given and the statement made that the intent of this law is not very clear. The report closed with a recommendation that the thanks of the Association be extended to Senators N. M. Stranahan, of Fulton; David Davis, of Brooklyn; James D. Feeter, of Waterville, and to Assemblymen D. N. H. Henry, of New York; Robert Mazet, of New York, and Charles H. Cotton, of Brooklyn, who supported the committee at Albany.

The report was on motion referred to the Executive Committee for publication and the secretary was instructed to send letters of acknowledgment and thanks to the legislators named in the report.

The report of the Committee on Pharmacy and Queries was called for, and Dr. George C. Diekmann, chairman, responded. This report constituted a departure from previous reports, in that it dealt chiefly with the conditions of business and the commercial outlook, matters usually considered by the Committee on Commercial Interests. The chairman stated that the replies which he had received from members whom he had approached for papers were unsatisfactory. The committee was in possession of four papers, as follows: "Standardization by Physiological Test," by F. P. Tuthill; "Official Plants that are a Nuisance to the Agriculturist," by C. H. Meyer; "Examination of Fowler's Solution Obtained from Several Sources," by G. A. Ferguson; "The Behavior of Calomel in the Presence of Soluble Chlorides, Citric and Tartaric Acid," by George C. Diekmann.

Report on New Remedies.

In presenting the report on new remedies, Thomas J. Keenan, the chairman of the committee, merely read the introduction to the report, which contained references to the newer trend in pharmaceutical chemistry where the synthesis of alkaloidal bodies is concerned. He requested permission from the Association to refer the detailed report to the secretary for publication in the proceedings, which was granted. The introduction to the report is as follows:

One who essays to produce a complete and up-to-date report on the new remedies introduced during the last association year finds himself confronted with numerous difficulties. It has been the aim of your committee to include

in this report only those remedies which have received the attention of investigators during the year, and which have not previously been mentioned in the proceedings of our association. Now, it frequently happens that a discovery in the synthesis of a remedial substance may remain unnoticed or passive for a period of years, and then of a sudden acquire a certain vogue and receive widespread mention in the pharmaceutical press as a new remedy of the year. Again, many of the new remedies reported in the French, German and Italian pharmaceutical journals never reach this market.

REMEDIES AND THEIR CLASSES.

The whole subject is of great interest, and, as a witty French observer has remarked, the newer remedies in the variety of their composition and degrees of rank resemble very much the different classes of society. There are the modest, the poor in appearance and those that are outcasts on the streets, while others are highly born, rich and introduced to our notice with a blare of trumpets and advertisements raising a dust to blind the unsophisticated. New remedies are often the sport of fortune, and, like men, the subject of many vicissitudes, the popularity which exalts them to-day being often repaid on the morrow by a sudden reverse. Not infrequently is the life of a given remedy determined by the name chosen for it, and we have instances of old remedies which, failing under the names first adopted for them, are received into new favor after a rechristening. Those that have gained a permanent place in therapeutics have usually undergone a long and experimental trial and proved worthy of the place they occupy. This is exemplified by the history of antipyrin, phenacetin, sulphonal, trional, orthoform and many others of the synthetic group.



FELIX HIRSEMAN,
First Vice-President.

Felix Hirseman, who has just been elected first vice-president of the New York State Pharmaceutical Association, is a native of the city of Schweidnitz, Germany, and came to America with his parents at the age of nine, settling at Buffalo, N. Y. After graduating from the public schools of Buffalo, Mr. Hirseman came to New York City at the age of fifteen, where he passed through the five years' scientific course at the Cooper Union, being now a member of the board of directors of the alumni of that institution. Mr. Hirseman also attended lectures for two years at the University Medical College of the City of New York, but did not take the degree. His pharmaceutical training began in the store of John Faber, the father of Sidney Faber, the secretary of the New York City Board of Pharmacy. Later he clerked for such firms as Alexander & Van der Smitten, Hunt & Gregorius, Oscar Kress and Rieger & Keussmann, whom he later succeeded as proprietor of their High Bridge store, some fourteen years since. This year Mr. Hirseman has opened another store as a branch, and has proven his ability to handle both stores advantageously. Mr. Hirseman has always taken active interest in association affairs. He was one of the committee which succeeded in securing a change in the Raines law in favor of the druggist. He is treasurer of the German Apothecaries' Society of New York City, a member of the Committee on Legislation of the New York State Pharmaceutical Association, a member of the Auditing Committee of the National Association of Retail Druggists, vice-president of the Manhattan Pharmaceutical Association and a member of the College of Pharmacy of the City of New York. Mr. Hirseman is an intelligent, energetic and conscientious worker in the cause of pharmacy, but has no hesitancy in subordinating his views to those of the majority where the general good is concerned.

COMBINATIONS OF FORMALDEHYDE.

Of the newer introductions to the materia medica scarcely any has played so important a role during the year as formaldehyde. Extensively used as an antiseptic and disinfectant of great potency, it has also found employment as the basis of numerous remedies intended for internal use in the treatment of intestinal complaints where an antiseptic is indicated. Thus we have to note the appearance of combinations of formaldehyde with casein and tannin, starch and gelatin, albumen and the phenols, etc.

NEW SILVER COMPOUNDS.

We have to note a change in the medicinal use of silver. Where silver nitrate was formerly employed it is now being replaced very largely by organic compounds of the metal, which have the advantage over the nitrate of being less irritating or painful in their application, and of being soluble in the serum of the blood and in the albuminous fluids of the tissues. Largin, protargol, silver lactate (actol), silver citrate (itrol), the alcoholic solution of colloidal silver, known under the trade name of organosol, colloidal silver (hydrogol or collargolum) are familiar examples of the new compounds of silver.

THE NEWER SYNTHESIS.

In their study of the subject your committee has noted a tendency on the part of the manufacturer to depart from what may be termed pure synthesis by taking as a basis of work some product existing naturally in a vegetable drug. One of the first steps taken in this direction was the manufacture of codeine by the methylation of morphine, which was first accomplished some years since by acting upon morphine dissolved in methyl alcohol with sodium ethylate and methyl iodide. Later, Bayer patented a process (D. R. P. No. 96,544) for preparing codeine by the use of nitrosomethylurethane (see American Druggist for February 10, 1899, page 68), which was an improvement upon a patent taken out previously by the same firm, for the production of codeine through the action upon morphine of diazomethane. The improvement consisted practically of the preparation of the diazomethane, and of the methylation of the morphine simultaneously by the addition of a calculated quantity of nitrosomethylurethane to a solution of morphine, and the addition to this of a solution of an alkali, as for example, either alcoholic or aqueous potassa. The base acting upon the nitrosomethylurethane produces diazomethane, which, acting in the nascent state upon the morphine, produces methyl morphine, which is codeine. The great disadvantage of this over the original process lies in the fact that nitrosomethylurethane is very troublesome and even dangerous to manipulate. A gentleman who worked with us in carrying out this process experimentally in accordance with the specifications of the later patent suffered severely from the inhalation of the nitrosomethylurethane, which is gaseous at the ordinary temperature.

NEW DERIVATIVES OF MORPHINE.

Following up the line of work thus begun, the manufacturers of pharmaceutical chemicals have introduced since the last meeting of this association three new derivatives of morphine, namely: Dionin, which is the hydrochloride of the monoethyl ester of morphine; heroin, the acetic ester of morphine, and peronin, the hydrochloride of the benzylester of morphine. The modifications of the action of morphine brought about through the introduction of the ethyl, acetic and benzoic radicals, render the compounds of great therapeutic value in conditions where the objectionable secondary effects of morphine must be guarded against.

Much valuable work has been done during the past year in the study of the constitution of the alkaloids, the researches of Knorr on morphine and "morpholin" being extremely suggestive; and the synthesis of all the more important alkaloids has been brought quite appreciably nearer. Those who are interested in this department of the subject will find an admirable review of recent work bearing upon it in the continued series of articles now appearing in the "Pharmaceutische Centralhalle," of Dresden, under the title "The Constitution and Synthesis of the More Important Alkaloids."

ANTHRAGLUCCO COMPOUNDS.

This same tendency to study natural products rather than to confine attention to pure synthesis in the search for new medicinal preparations has brought to light a very interesting connection between the four principal vegetable drugs possessing purgative properties, namely: Senna, rhubarb, buckthorn and cascara sagrada. It has long been known that these drugs have a specific purgative action brought about by their quality of exciting the sensitive nerve terminals of the intestinal canal, and thus by reflex action producing increased peristalsis. Professor Tschirch, of Berne, Switzerland, probably the most brilliant pharmacognocist now living, published just about a year ago the result of his researches into the significance of the occurrence of the Borntraeger reaction for aloetin.

Tschirch found that this reaction* as modified by himself is really a group test for the oxymethylanthraquinones, which occur in the four drugs named above. Carrying out his studies, Tschirch gave directions for the preparation of what may be termed impure oxymethylanthraquinones from these drugs. These preparations, which are described in the detailed report given below, indicate by their names both the active constituent of the preparation and its source, as anthraglucosennin, anthraglucorhein, anthraglucorhamnin and anthraglucosagradin. They are impure glucosides of the respective drugs, together with the particular oxymethylanthraquinone present in the drug. This series of preparations has been placed upon the foreign market, but their use has not as yet become general.

In connection with this report, your committee desires to call attention to the recent publication of the third edition of Professor Virgil Coblentz's work on "The Newer Remedies," which is the most complete reference book of the subject published in the English language, and which will be found of exceptional value to pharmacists as a reference manual of the new remedies.

The present report of your committee embraces a description of many substances which have come into use since the publication of Coblentz's work, and duplication occurs only where articles mentioned in the work named have not received notice in previous reports of the committee on new remedies of this association.

Respectfully submitted,

THOMAS J. KEENAN, Chairman.
WILLIS G. GREGORY,
ADRIAN PARADIS.

Dr. R. G. Eccles questioned the correctness of the use of the term "pure synthesis," stating that the term would probably be looked at askance by chemists, since there was really no such thing as pure synthesis, the earliest beginnings in the building up of a compound being made with a compound itself—benzene for example.

The chairman of the committee pointed out to Dr. Eccles that in the report the language used was "what might be termed pure synthesis." He admitted that some exception might be taken to the term, though "pure synthesis" was not entirely unknown to chemists.

A paper by W. C. Alpers on a poison antidote cabinet, with an exhibition of the cabinet, was next brought up. Mr. Alpers' paper was incomplete, and he promised to have it ready later for incorporation in the proceedings.

The paper was discussed by Dr. R. G. Eccles, T. J. Keenan and C. H. Butler. Dr. Eccles stated it as an "absolute fact" that absolute alcohol was a true antidote for carbolic acid poisoning, a statement the accuracy of which was questioned by Mr. Keenan, who stated that no real antidote for carbolic acid poisoning was known to toxicologists at the present time. Dr. Eccles afterwards qualified his statement to the extent of saying that the application of alcohol to surface burns from carbolic acid had proved efficacious. After the appointment of a committee on the president's address, consisting of William C. Alpers, R. K. Smither, W. H. Rogers, W. C. Anderson and Clay W. Holmes, the sitting adjourned.

THIRD SESSION.

The third session was held on Wednesday afternoon in the reading-room of the hotel, the large banquet hall in which the previous sittings were held having been vacated in order that it might be prepared for the banquet in the evening. Six applications for membership were received and twenty names posted at a pre-

*[An alcoholic extract of aloes is shaken with benzene or ether. The ethereal solution after separation from the alcoholic layer and upon the addition of a trace of stronger ammonia is slightly heated while shaken. Aloes (also other substances, such as rhubarb, senna, cascara and buckthorn) effect a violet coloration of the ammoniacal solution.]

vious sitting were added to the rolls. The Committee on Credentials reported that delegates had been accredited to the convention by the following organizations: The New York College of Pharmacy, the Brooklyn College of Pharmacy, the Alumni Association of the New York College of Pharmacy, the German Apothecaries' Society of New York, the Kings County Pharmaceutical Society, the Manhattan Pharmaceutical Association, the National Wholesale Druggists' Association, the Erie County Pharmaceutical Society, the New Jersey Pharmaceutical Association, and the Pennsylvania Association. President Muir extended a cordial welcome to the delegates and accorded them the privileges of the floor. C. A. Osmun, of New York, spoke for the Manhattan Association, Dr. H. H. Rusby for the New York College of Pharmacy, and Adrian Paradis, of Brooklyn, for the Kings County Pharmaceutical Society, after which the report of the Committee on Adulterations was presented by Prof. G. Michaelis.

THE PURITY OF DRUGS.

In introducing his report, Prof. Michaelis said in part:

"While heretofore the bulk of the specimens of drugs reported upon by your committee has been collected in co-called department and grocery stores, we have this year utterly disregarded these pseudo-drug stores, being satisfied that anyone who will knowingly get his medical supplies from such sources is not worthy of protection.

"The results which we have to report are not at all discouraging; on the contrary they tend to show that the pharmacists of the State, as a class, evince an earnest desire to comply with the food and drug law. While we do not deny that there is room for improvement in many directions, the result of our examinations show that the sensational statements which have appeared from time to time in the newspapers alleging that many of the drugs sold in the stores are either highly impure or grossly adulterated, are very far from being true, and are by no means borne out by the actual facts in the case.

"We have examined many liquid and solid galenical preparations, such as syrups, elixirs, tinctures, ointments, simple and compound powders, besides pharmaceutical chemicals."

While many of the preparations examined were found deficient in strength, this was declared by the committee to be due not to willful adulteration, but rather to the nature of the substances examined, which made them prone to deteriorate on keeping. Among others, the committee enumerated spirit of ammonia, water of ammonia, aromatic spirit of ammonia and chlorine water. None of the samples of chlorine water contained more than 0.19 per cent of chlorine, though the Pharmacopoeia requires a percentage of 0.4. The committee recommended that chlorine water be deleted from the Pharmacopoeia, and that some extemporaneous mixture be substituted for it.

TINCTURE OF OPIUM NOT UP TO STANDARD.

100 Cc. of tincture of opium are required to yield on assay 1.3 to 1.5 Gm. of crystallized morphine. This tincture has always been a bone of contention, and the results reported this year do not vary from those of former years. Of the fifteen samples collected, the best yielded 1.316, another sample yielded 1.295, and the next followed with 0.980 and so on

down to 0.152. The conclusion of the committee was that in many cases either inferior gum had been substituted for the assayed powdered opium or that the drug had been extracted in a careless manner.

The experience of the committee with tincture of iron chloride was referred to as very gratifying, as all of the samples, fifteen in number, answered to the pharmacopoeial requirements.

Some confusion seems to exist in regard to what is meant by ether U. S. P. Many of the samples contained added alcohol and corresponded to the ether of the Pharmacopoeia of 1880.

HYDROGEN DIOXIDE WATER.

The collection of a remedy so prone to decomposition was undertaken, the report stated, with a view to ascertain what amount of reliance could be placed upon the hydrogen dioxide of the market. The few samples that came under the observation of the committee proved better than anticipated, most of them showing more than 2 per cent of the pure dioxide. The committee suggests a change in the English title from solution of hydrogen dioxide to hydrogen dioxide water. Hydrogen dioxide is a volatile substance, and the preparation of the Pharmacopoeia belongs properly among the waters.

The experience of the committee with the glacial acetic acid of the Pharmacopoeia was unsatisfactory. With the exception of two the samples obtained consisted of commercial 80 per cent acetic acid, sold as glacial acid, probably in error.

The samples of "Syrupus U. S. P." which came under the notice of the committee, showed "gross carelessness in preparation," being, in many cases, too thin and in others of turbid appearance.

QUALITY OF CREOSOTE IMPROVING.

Last year 65 per cent of the samples of creosote examined consisted of a mixture of carbolic acid of doubtful purity with water, alcohol and glycerin. The warning uttered so frequently in the past by the Committee on Adulteration, that the liquid sold as "Creosote-German," was not creosote at all, has had a healthy effect, and only 40 per cent of the samples collected this year were of this character.

ZINC OINTMENT.

The committee expressed themselves as follows regarding this article: "We are unable to report favorably on the quality of this galenical preparation. In most cases ordinary lard appears to have been substituted for the benzoinated lard prescribed by the Pharmacopoeia. The ointment, moreover, showed evidences of gross carelessness in preparation. The zinc oxide used was, as a rule, the gritty commercial variety and a smooth ointment was consequently the exception. As this ointment is often used in the treatment of chronic ophthalmia, both the rancid fat and the gritty particles of zinc oxide exert an irritating effect. In view of this the formula for the ointment, as laid down in the U. S. Pharmacopoeia, should be strictly followed.

FAULTY PRECIPITATED SULPHUR.

The quality of the precipitated sulphur sold in the shops is very poor, over 60 per cent of the samples reported upon by the committee being heavily laden with lime sulphate. Common milk of sulphur is often sold for precipitated sulphur, and washed sulphur and flowers of sulphur are not unfrequently supplied where the

precipitated sulphur has been called for, a circumstance which points to gross carelessness on the part of the seller.

Of the specimens of potassium iodide examined, a large number showed traces of iodate or were alkaline in reaction.



WARREN L. BRADT,
of the Entertainment Committee.

The average quality of the distilled water kept by the druggist in New York State is not good, so the committee state. Few of the many samples collected came up to the requirements of the U. S. P. While it was not expected that ideally pure distilled water would be obtainable in the drug stores, many of them failed to an extraordinary degree in the test for solids, and few resisted the silver nitrate test. It has been pointed out before that distilled water is largely used in the preparation of eye waters for the solution of silver nitrate, and then as on other occasions a perfectly pure water is a necessity. If distilled water of good quality is obtainable in the open market it should be prepared on the premises, especially since its preparation requires no special apparatus not to be found in every well regulated pharmacy.

The report elicited an interesting discussion, which was participated in by Dr. Willis G. Tucker, W. C. Alpers, Dr. R. G. Eccles, Robert K. Smither, W. H. Rogers, Dr. H. C. Lovis, Dr. A. B. Huested and others. Mr. Smither called attention to the fact that in some localities 99 per cent of the medicines used are dispensed by physicians, and he suggested that the quality of these drugs should be subject to inspection, and that some provision for this should be made in the new pharmacy law. This view was combatted by Dr. Tucker, who endeavored to establish the difference between the pharmacist and the physician in regard to the use of medicines, the pharmacist being a seller only and responsible for the purity of the drug, while the physician uses medicines in the treatment of disease, and is responsible for their effects. Mr. Rogers pointed out that Dr. Tucker overlooked the fact that many medicines are now dispensed by physicians as they exist in drug stores. Dr. Rusby said that physicians should be forbidden to dispense pharmaceutical preparations, since it is a common boast with them that they will not take the time to study pharmacy. Any physician who wishes to dispense medicine should be obliged, Dr. Rusby said, to pass an examination before a Board of Pharmacy. Of all the evils in a drug store there is none so great as allowing a physician to practice pharmacy. This sentiment, uttered by a physician before a pharmaceutical audience, was greeted

with hearty applause. Dr. Lovis thought the only way to suppress adulteration and sophistication of drugs was not only to hold a menace over those guilty of such practices, but also to fine them in the courts. This is how they managed affairs in England, a law for the punishment of pharmacists and others who sold drugs below the pharmacopoeial standard having been long in force there. Dr. Rusby asked why the Committee on Adulteration did not communicate the results of their examination of drugs to the persons from whom the samples were obtained, and a motion by C. H. Butler, of Oswego, providing that the committee should so inform dealers, was adopted. A motion by Mr. Smither to change the name of the committee to "Committee on Adulteration and Pharmacopoeial Standards," failed of consideration.

Dr. Tucker said a great deal of misapprehension existed in regard to what constituted adulteration in this State. The public health law is explicit in the matter providing that any deviation from the standard of the Pharmacopoeia is an adulteration. He believed in giving things their right name. Ether, he said, should not be styled sulphuric ether, washed ether, or ether tortior, for the Pharmacopoeia recognizes only one ether as "ether." Many drugs lose their properties through careless keeping, and



PROF. F. P. HUESTED,
A. P. HUESTED, J. E. HUESTED,
of the Entertainment Committee.

of such he instanced prussic acid, sweet spirit of nitre, ammonium carbonate and lime water. Milk of sulphur being a little cheaper than the precipitated sulphur, is purchased and sold as the last named. Safflower is bought and sold for saffron, coal tar creosote for wood creosote, and so on.

A NEW COMMITTEE.

With a view to increasing the attendance at the annual meetings, and providing information for the members regarding transportation, rates, routes, etc., Mr. Keenan offered the following amendment to the by-laws, which under the rules went over to the next sitting:

Resolved, That section 1 of article VII. of the by-laws be amended as follows: Delete the word "also" in sixth line. Add "A Committee on Transportation, consisting of ten members, to be selected from different parts of the State."

Add a new section to article VII. as follows: Sec. 8. "The Committee on Transportation shall arrange for rates and routes to the place selected for annual meeting from their respective districts and communicate with members and prospective members of the Association in these districts giving full particulars regarding the railroad selected, the return fare to the place of meeting and the date of departure for and returning from the meeting, so far as may be practicable."

"The chairman of the Committee on Transportation shall direct the members of the committee in its work and make a report annually to the Association."

FOURTH SESSION.

The social features of the meeting, which are fully referred to elsewhere, occupied more than the usual amount of time of the Convention, and the business affairs of the Association were only saved by the promptness with which President Muir opened the sittings, and his attention to the speedy transaction of the matters coming before the gathering. The morning session on Thursday opened promptly at 10 a. m., with President Muir in the chair, and the first business taken up was the presentation of the report on the President's address. The members of the committee divided on the subject of the President's recommendation that as a prerequisite for admittance for examination before the Board of Pharmacy, each applicant must be a graduate of a recognized college of pharmacy. The adoption of this proposal was recommended in a minority report signed by Wm. C. Alpers and W. C. Anderson, and it was rejected in the committee by a vote of 3 to 2, the two dissenting members reserving the right of handing in a minority report. The recommendations of the President which met the approval of the majority, and were afterwards adopted, were six in number, as follows: (1) Approving the recommendation that the N. Y. S. P. A. consummate its membership in the N. A. R. D. by paying the amount of annual dues. (2) That the Association send delegates to the annual meeting of the N. A. R. D. at Cincinnati next October, the expenses of one delegate to be paid by the Association. (3) That the Association take definite action to further the local organization of druggists throughout the State. (4) The appointment of delegates to the Pharmacopoeial Convention of 1900, provided that such delegates pay their own expenses. (5) The recommendation of the President that the prospective All State Pharmacy Law should contain provisions whereby all applicants for registration as pharmacists shall be required to undergo an examination by the Board, provided these provisions do not relate to those who hold certificates of registration heretofore issued by Boards of Pharmacy of this State. (6) The recommendation that matriculants of pharmaceutical colleges should be required to pass an examination established by the regents of the State of New



EDWIN C. HUTMAN,
of the Entertainment Committee.

York, and the minimum requirements should be twelve points, provided that this endorsement be considered only as a recommendation to the colleges of pharmacy.

The committee disapproved of the

recommendation that the proposed All State Pharmacy Law, or part of it, should not take effect until 1902, and recommended that the date of enforcement of the law be left to the judgment of the Legislative Committee that may have charge of the bill. The Committee expressed the opinion that the law should be enforced at as early a date as possible. The report also disapproved of the graduation in pharmacy requirement as a prerequisite for examination by the Board.

The minority report was considered first, and a long discussion ensued, the opposition to the adoption of the report being led by R. K. Smither, of Buffalo; Dr. R. G. Eccles, of New York, and W. H. Rogers, of Middletown. Mr. Smither made the plea that this was not an opportune time to incorporate in the proposed pharmacy law a provision that will increase the difference of opinion and dissension that already prevail among many of the druggists of the State on this point. If a vote could be taken of the men who earn their bread throughout the State by the practice of pharmacy on this question it would be buried, he said, by an overwhelming majority.

Mr. Rogers said he had no quarrel with the colleges, but he was obliged to take exception to the tendency shown by many of them to become the whole thing in pharmacy. Colleges, he said, are private corporations with private interests to serve, and they should not be placed as a toll-gate for the entrance of men into pharmacy. Their aim should be to qualify pharmacists for the practice of pharmacy.

Dr. Eccles said the claims of the representatives of the colleges could not be struck at straight. They were beginning their reforms at the wrong end, and were actuated by purely selfish motives. Dr. Eccles denounced the representatives of the colleges in unmeasured terms. He charged the representatives of the colleges with coming before the Association with unclean hands.

Mr. Searles spoke of the poor quality of applicants for examination who came before the Boards of Pharmacy, and made a rather ungraceful allusion to the nationality and race of the candidates, stating that many of the names of recent applicants ended in "ski," a statement that was regretted afterwards, as it was fully taken advantage of by his opponents, who pointed out that this was the first time in the history of the Association that the question of race or nationality had ever been injected into their discussions.

Professor Anderson predicted trouble for the Association if the Ph.G. requirement were not adopted, and spoke eloquently against the motion to strike out.

The question was finally put to a vote, and the minority report, endorsing the President's recommendation that all applicants for registration by the Board of Pharmacy should possess a diploma from a college of pharmacy before being admitted to examination, was rejected by the close vote of 54 to 50.

The vote was questioned by A. C. Searles, of New York, and this precipitated a warm discussion. Mr. Rogers, of Middletown, characterized it as a slur upon the Association, and the first time in the history of the Association that such a slur had been cast upon it. Mr. Searles appeared to have an unlucky knack of running counter to the traditions of the Association, and it is not surprising that later on in the session he should

have been referred to as one of the newer members, while the facts that Mr. Searles joined the Association in 1884 under the presidency of the member who made the reference.

The amendments to the by-laws providing for the appointment of a standing Committee on Transportation was called up by the mover and adopted.

The Executive Committee presented the names of twenty-nine applicants for membership, and on motion one affirmative ballot was cast for them by the secretary and they were declared elected.

Election of Officers.

Next in order came the election of officers, preceded by the appointment of tellers, Oscar Goldmann, of New York City, and J. C. Smith, of Plattsburg, being selected. A. C. Searles nominated for the office of president Felix Hirseman, of New York City, and made a lengthy speech setting forth the claims of his candidate for the office. The nomination was seconded by Professor Anderson, of Brooklyn.

There was a large attendance of members from the metropolitan district to support the nomination of Mr. Hirseman, and a lively contest was expected. The claim was made for Mr. Hirseman that he was a member of one of the oldest pharmaceutical associations in the State, meaning the German Apothecaries' Society of New York, and his services both to that association and the New York Pharmaceutical Association were fully dwelt upon.

The choice of the up-State pharmacists for the office of president was Wm. Muench, of Syracuse, and in rising to place his name in nomination, Mr. Smither, of Buffalo, said that for all that had been said in favor of Mr. Hirseman he could say a hearty Amen. During the two years of Mr. Hirseman's connection with the State Association he had done good work. Mr. Smither then said: "I desire to present for your consideration the name of a gentleman from the rural 'deestricks' who has been connected with the Association for 18 years," and he named William Muench, the nomination being received with the wildest applause. The nomination was seconded by Dr. R. G. Eccles, of Brooklyn, and W. H. Rogers, of Middletown. The nominations were then closed, and the members entitled to vote filed past the tellers and cast their ballots; 130 were cast, of which Wm. Muench received 87, Felix Hirseman 42 and 1 ballot blank, and Mr. Muench was declared elected. Messrs. Hirseman and Goldmann then moved to make the election of Mr. Muench unanimous, and it was so ordered. There was no contest over the election of the remaining officers, the following nominations being made from the floor and the officers elected without division:

First Vice-President, Felix Hirseman, New York.

Second Vice-President, J. F. Van Nort, Elmira.

Third Vice-President, J. A. Lockie, Buffalo.

Secretary, J. B. Todd, Ithaca.

Treasurer, T. W. Dalton, Syracuse.

Executive Committee, A. C. Searles, New York; P. W. Ray, Brooklyn; Thomas Stoddart, Buffalo.

Nominations were invited for delegates to the American Pharmaceutical Association, and the following were named and duly elected:

George C. Dickman, Caswell A. Mayo,

Clark Z. Otis, W. G. Gregory, A. B. Husted.

To represent the Association at the Pharmacopoeial Convention in 1900, these members were placed in nomination and elected: Thos. J. Macmahan, Caswell A. Mayo and W. C. Anderson.

The appointment of delegates to the N. A. R. D. was left to the incoming president.

Before the sitting adjourned, Mr. Muench was called upon for a speech, and at the conclusion he was presented with a beautiful bouquet of flowers, the gift of the traveling salesmen in attendance.

FIFTH SESSION.

President Muir opened the fifth and final session at 10 a. m. on Friday morning. Secretary Todd read the minutes of the preceding sitting, and a number of new members were admitted, after which the Committee on Commercial Interests presented their annual report through chairman George Reiman, of Buffalo. As indicating the determination of some of the members to commit the Association to the graduate of pharmacy requirement for examination by the Board, the Committee on Commercial Interests incorporated in the report at the last moment of presenting it a recommendation similar to that contained in the address of the President relating to graduation from a college of pharmacy as a prerequisite for an examination by the Board. After a motion to adopt the report as a whole, and an amendment to that motion not to concur in the recommendation of the Committee with regard to the requirements for an examination by the Board, and much discussion thereon, the amendment prevailed and the recommendation was not concurred in. Several minor changes were made and a substitute resolution relating to the removal of the stamp tax on proprietary medicines was referred back to the committee for revision. The report was then adopted.

The Committee appointed to consider names to fill a vacancy on the State Board of Pharmacy brought in a report recommending the following names for presentation to the Governor of the State, viz.: E. S. Dawson, Jr., Syracuse; T. W. Dalton, Syracuse; R. E. Smith, Syracuse; C. F. Brown, Cortlandt; Chas. B. Sears, Auburn. The Committee added a rider to the report expressive of their opinion that the best interest of pharmacy in the State would be served by the appointment of E. S. Dawson, Jr., to succeed himself, Mr. Dawson's long term of office having proved him especially fitted for the position.

The Committee on Pharmacy and Queries was asked if they had any scientific papers for presentation, and the chairman of that committee named four, which he asked to read by title and refer for publication. On motion of Mr. Smither, the papers so read were referred to the Executive Committee, with authority to print at their discretion.

The joint Conference Committee, having under consideration the framing of an All State Pharmacy law, reported the draft of a bill, which was read section by section by Mr. Searles, and amended by the Association in several particulars. The ghost of the Ph.G. requirement for examination by the Board of Pharmacy still stalked the hall, for the question again came up in the draft of the law when a motion to strike out was carried

by a vote of 25 to 16, and the subject finally laid away. The law was not complete at the time of reading, and after various amendments were made to the sections as read, the draft was adopted and referred back to the committee with power to complete and introduce it into the Legislature.

Charles F. Fish, of Saratoga Springs, introduced a resolution directing the Committee on Legislation to take suitable action looking to the prevention of the sale of short weight packages of quinine. It was stated that the bulk of the quinine sold in five-ounce tins was below weight, due perhaps to loss of water of crystallization. The resolution was adopted and the matter referred for action to the Committee on Legislation.

The disposition of the money collected by the Executive Committee as a contribution for the N. A. R. D. was the subject of considerable discussion. It was regarded by most of the members as a voluntary contribution distinct from the per capita tax levied on the membership, but this view was disputed by several, and President Muir stated that it was the intention of the committee in soliciting contributions to consider money so collected as part of the assessment of the Association. The whole matter was finally referred to the Executive Committee for disposal, it being the sense of the meeting that the net amount in hand, after deducting the expenses of collecting, \$85.25 in all, be deducted from the N. A. R. D. assessment.

Before the final adjournment, the report of the State Board of Pharmacy was submitted by President A. B. Huested. The cash receipts for the year amounted to \$4,075.98, and the disbursements \$3,563.69, leaving a balance of \$512.29. The Chairman of the Legislative Committee of the Association had found it necessary to incur an expense of \$50 in opposing the passage of the Costello bill, and this amount had been charged to the Board of Pharmacy. The Board found itself unable to meet this expense, and presented a bill for the amount to the Association, which on motion was approved and referred to the Executive Committee for payment. The installation of officers then took place, and the session adjourned sine die. The choice of time and place for the next annual meeting was left to the Executive Committee.

ENTERTAINMENT.

The original Committee on Entertainment, consisting of Dr. A. B. Huested, Wm. J. Walker, Edwin F. Hunting, Chas. H. Gaus, Frederick Neudorf, Jr., and De Baum Van Aken, all of Albany, delegated their duties early in the year to a sub-committee, composed of some of the younger members of the craft in Albany, and under the leadership of James E. Huested and Warren L. Bradt, this committee arranged a very enjoyable programme of entertainment. Members of the committee were constantly in attendance to answer inquiries, and there was a standing notice to the effect that "if you want any information ask the man with the yellow ribbon"—the badge worn by the members of the committee. Then there was a Commercial Reception Committee of twenty-four, made up of the representatives of the leading wholesale drug and chemical houses in the State. The chairman of this committee was Louis E. Treat, with Johnson & Johnson, and it needs only to mention this to let

it be known that the work of this committee was performed to the satisfaction of all. On the committee with Mr. Treat were "Bob" Service, John M. Maris & Co.; Geo. B. McLeod, the Empire State Drug Co.; J. P. Jones ("he still pays it"), Sharp & Dohme; S. H. Carragan, Parke, Davis & Co.; C. T. Dill, Wm. R. Warner & Co.; W. F. Sohni, New York Paper Box Co.; Geo. A. Webster, Fairchild Bros. & Foster; R. W. Mitchell, John Wyeth & Bro.; W. C. Alpers, Merck & Co., and others.

The president's reception, which took place on Tuesday evening, was well attended. After the reception dancing was enjoyed until a late hour.

On Wednesday morning, the members boarded trolley cars for the Watervleit Arsenal, where they were shown guns in course of construction. A group picture of the members was taken on the lawn, and the traveling salesmen in attendance



R. K. SMITHER,
Former President of the Association.

were photographed especially for The American Druggist, a reproduction of the photograph being given in our Drummerdom Department. Returning from the Arsenal a stop was made at a fire engine house, where an exhibition fire drill was given by the members of Steamer 10. In the afternoon the party enjoyed a visit to the Capital Building and were furnished with guides through the courtesy of the superintendent.

The Banquet.

In the evening the members of the Association enjoyed a banquet at the Hotel Ten Eyck. An elaborate menu was served and an orchestra rendered several selections. President William Muir acted as toast-master. Each of the speakers was introduced very felicitously and the speech making was of an unusual high order.

The first toast responded to was "Our Association," by William Muench. Mr. Muench traced the growth of the Association from its organization in Utica twenty years ago down to the present

day. He gave utterance to a fine eulogy of the late Professor Bedford, saying: "To that highly esteemed teacher and journalist, the late P. Wendover Bedford, the Association owes its existence. At the first meeting the professor was surprised to find over 100 pharmacists present. Born in the home of a Seymour and a Conklin, it started under the most favorable auspices, and in its early days the Association flourished. There came a time, however, when a lack of interest developed and there were many defections from the Association. Still there remained many men of stauncher build who could not see the Association sink; with such men as Rogers, Seabury, Dawson, Huested and others, success crowned our efforts, and to-day we have a splendid organization to bring about the elevation of pharmacy."

Mr. Muench spoke eloquently and his remarks were well received. In bringing his speech to a close he made a final plea for concert of action. "Let us be united," he said, "and we will have a glorious future. Experience has shown us that disunited we have failed in all our efforts." Raising his glass he asked the banqueters to drink to the toast "Unity and prosperity forever."

He was followed by R. K. Smither, who was down for a toast on pharmaceutical legislation. Addressing the audience as "brethern and sistern" in pharmacy, he made a joking allusion to being introduced out of his turn, Dr. Willis G. MacDonald having been named on the programme for the second toast. It was the one time, Mr. Smither said, where the pharmacist got ahead of the doctor. Referring to the retail drug business in New York State twenty years ago, Mr. Smither said it was comparatively flourishing. The pharmacist who understood his business and gave it attention was sure of a comfortable living; and the retail druggist was almost always rated as "good" for a moderate line of credit. To-day his trade has been so diverted and his profits so reduced by unnatural and unscrupulous competition that the practice of his profession has degenerated into an undignified scramble for a bare existence. Continuing, Mr. Smither traced the history of pharmaceutical legislation in this State from the enactment of the first pharmacy law in 1871, and touched upon the points not covered by the proposed All-State Pharmacy bill which are likely before long to engage the consideration of our legislators. These were: To give the Board of Pharmacy the enforcement of a pure drug law; to define the legal ownership of the prescription; to prescribe certain containers in which to dispense poisons; reserving to pharmacists the same exclusive right to dispense medicines enjoyed by the physician in writing them; to prohibit a practicing physician from owning or being interested in a drug store, and to prohibit percentages or allowances to physicians and punishing both the writer and dispenser of a "blind" prescription.

All the above and much more could be secured by the New York State pharmacists according to Mr. Smither if they would only pull together. He, however, uttered a word of warning against taking steps too far in advance of public sentiment. One of the results to be feared in drawing the professional features of pharmaceutical legislation too finely is that the sale of crude and uncompound- ed drugs may slip from the hands of phar-

macists and be given over to unlicensed dealers, a result which has been brought about in the countries of the old world by the enactment of ultra pharmaceutical legislation. In conclusion, he said: "We have little enough assured to us now. While trying to get more let us be careful not to lose part of what we have."

After a witty address by Dr. Willis G. MacDonald, Sidney H. Carragan responded to the toast of the commercial traveler, and his address will be found in full in our Department of Drummerdom. Joseph A. Lawson, of Albany, responded for the legal profession in an address punctuated with many bright sallies, in which he greeted the banqueters on the part of the city of Albany, and thanked them for their attention on the part of the legal profession. It was the first time that Mr. Lawson had addressed a mixed audience, and he greeted the wives, sisters and sweethearts of the members who sat around the tables as "daughters of the regiment who never feared to face the powder."

Through the generosity of Walker & Gibson, wholesale druggists, of Albany, the members were on Thursday treated to a river excursion down the Hudson, which was greatly enjoyed. The steamer W. H. Frear was chartered for the Association, and starting at 2 p. m., the sail extended as far as Catskill, and it was 8 o'clock before the boat reached the wharf on the return trip. Luncheon was served on board.

On Friday morning the male contingent enjoyed a bowling contest at Keeler's Hotel, while the ladies played euchre at the Ten Eyck.

In the afternoon at 3 p. m., Prof. Frank P. Huested lectured at Jermain Hall on the properties of liquid air. He explained the process of manufacture, and made a number of interesting exhibits and experiments. We reserve a fuller report of Professor Huested's interesting lecture for a later number.

Exhibits.

A gratifying indication of the growing interest taken in the Association was the number of exhibits made by manufacturing houses, and the large attendance of representatives of the jobbing trade. One of the most interesting of the exhibits was that made by E. R. Squibb & Sons, of Brooklyn, which was in charge of W. W. Dixon. It comprised some fifty-six specimens of fluid extracts made with acetic acid and was inspected closely by the members. Several of the specimens presented a somewhat cloudy appearance, notably the fluid extract of wild cherry, which, it seems, is a peculiarity of the extract made with acetic acid.

The largest exhibit was made by the Empire State Drug Co., of Buffalo, who had five stands showing proprietary articles, such as toilet soaps, cold cream, hair restorers, face powders, liniments, cough cures, etc., besides a line of galenical preparations and Empire Malt Extract. The exhibit was in charge of Geo. B. McLeod, State representative of the company, assisted by W. H. Whitney, of New York.

The interests of Wm. R. Warner & Co., of Philadelphia and New York, were ably looked after by C. T. Dill, who showed samples of bromo soda and lithia tablets and distributed some very acceptable memorandum pads to the gentlemen and handsome boxes of violet pastils to the

ladies. W. D. Wadhams was also in attendance.

John Hurley made an interesting display for the Bright Chemical Co., of Little Falls. The exhibit included a large-sized fac-simile of Bartholdi's statue of the goddess of Liberty, bearing aloft a colored electric globe in place of the conventional torch.

The Ohio Association.

The first session of the twentieth annual meeting of the Ohio Pharmaceutical Association was called to order by President J. H. Beal at 4 o'clock p. m., Thursday, June 22d, at Put-in-Bay. An address of welcome was extended to the Association by J. C. Oldt, Mayor of Put-in-Bay, which was responded to by O. B. Hannan, of Cleveland.

The president presented his annual address, which was referred to a committee for consideration and report. The Executive Committee reported the names of thirty-four applicants for membership in the Association, which were directed to lie over until the next session.

The secretary presented the credentials of various delegates, after which the meeting adjourned until 10 o'clock Friday morning.

At the second session, Friday morning, the Committee on Trade Interests made a report through its chairman, J. C. Firmin, of Findlay, after which the Committee on Papers and Queries presented several interesting papers, one by Theo. D. Westerstroem, of Cincinnati, on the "Registration of Poisons," which paper was referred to the incoming Committee on Pharmacy Laws. Prof. H. V. Army, of Cleveland, gave a very interesting talk and demonstration on the subject of the manufacture of emulsions, which will be embodied in a paper and appear in the annual proceedings. Prof. Joseph Feil, of Cleveland, then read a paper on the manufacture of sweet spirits of nitre.

Prof. G. B. Kaufman, of Columbus, presented a verbal report on behalf of the Committee on Adulterations and Sophistications, touching on the use of salicylic acid as a preservative. On motion, the president was authorized to appoint a committee to draft resolutions expressing the views of the Association on the use of salicylic acid.

Mr. Ogier, of Columbus, reported verbally for the Committee on Pharmaceutical Education, after which the meeting adjourned until 2 o'clock p. m.

At the afternoon session on Friday Joseph Helfman, of Detroit, addressed the meeting at the invitation of the president. Hon. J. E. Blackburn presented the report of the Committee on Pharmacy Laws, which was accepted with a vote of thanks.

The Nominating Committee then reported the following names as nominees for election to office for the coming year: President, Alfred De Lang, Cincinnati; first vice-president, Adam Schmidt, Springfield; second vice-president, H. F. Vorkamp, Lima; permanent secretary, L. G. Hopp, Cleveland; permanent treasurer, John H. Von Stein, Upper Sandusky; Executive Committee, John Byrne, Columbus, chairman; A. Hare, Belleville, and J. C. Firmin, Findlay. On motion the secretary was instructed to cast the ballot of the Association for the above-named officers.

Hotel Victory, Put-in-Bay, Ohio, was selected as the meeting place for 1900.

The committee appointed to consider the president's address reported in favor of adopting the recommendations of the president, as follows:

(1.) "That this Association amalgamate with the National Association of Retail Druggists as a body.

(2.) "That this Association use its efforts to further the work of the Pure Food and Drug Congress to formulate and have passed uniform pure food and drug laws of such a character as will be consistent with the interests of the retail druggists."

The committee recommended that this section be referred to the incoming Committee on Legislation, with the instruction to give the assistance indicated by the president.

(3.) "That young men who desire to register as pharmacists shall be graduated from some reputable school of pharmacy."

The committee recommended passing a resolution declaring it to be the sense of this body that graduation from a good college of pharmacy should be a prerequisite to registration as a pharmacist.

(4.) "That the Committee on Legislation should be reimbursed for any legitimate expense incurred in protecting the new pharmacy law during the coming session of the Legislature."

(5.) "That each member of the Association procure a poison register, and register therein all sales of poisons."

(6.) "That a committee be appointed to prepare resolutions to be sent to our Senators and Congressmen, requesting them to secure a more equal distribution of the war tax than the present provision, making it cover all copyright and trade-mark goods."

The Committee on President's Address recommended that the committee appointed heretofore by the president to consider the wisdom of establishing a co-operative manufacturing business among the retail druggists, be continued; and that they be given power to proceed with the development of such a corporation or company, provided they take no action which will entail a financial responsibility upon this Association or upon the individual members thereof.

All the foregoing recommendations of the Committee on President's Address were separately adopted by the vote of the Association.

The treasurer's report and that of the Auditing Committee were read and accepted.

Friday evening a boat ride was provided the members and their lady friends and wives, followed by a stop at Wehrle's Hall on Middle Bass Island.

At the Saturday session the following names were reported by the committee from among which the Governor is to select a member of the Ohio Board of Pharmacy:

George W. Voss, Cleveland.
W. H. Miller, New Philadelphia.
O. N. Garrett, Hillsboro.
M. A. Burkhardt, Dayton.
Wm. Mellville, Lima.

The following delegates and alternates were elected to attend the meeting of the American Pharmaceutical Association at Put-in-Bay in September:

Delegates—W. C. Austin, Painesville; F. W. Stecher, Cleveland; P. W. Drackett, Cincinnati; J. M. McCann, Toledo; P. L. Feuer, Cleveland.
Alternates—O. N. Garrett, Hillsboro; J. H. Von Stein, Upper Sandusky; H. H. Flandermeyer, Cleveland; F. J. Barnes, Painesville; Wm. S. Kaufmann, Cleveland.

The following were elected delegates and alternates to the National Wholesale Druggists' Association meeting at Old Point Comfort:

Delegates—L. B. Kauffman, Columbus; R. L. Cobb, Cleveland.
Alternates—E. R. Selzer, Cleveland; Albert Wetterstroem, Cincinnati.

The president was empowered to appoint a list of delegates to the meeting of the National Association of Retail Druggists at Cincinnati.

The following delegates were elected to attend the Pharmacopoeial Convention, to be held at Washington in 1900: Theodore Wetterstroem, Cincinnati; F. W. Herbst, Columbus; O. E. Selzer, Cleveland.

Use of Salicylic Acid Defended.

The following report was received:

Your special committee on the preservative question begs leave to submit the following resolutions:

Whereas, the question of preservatives in food products has been subjected to unjust legislation, and undue prejudice has been shown against the use of such; and

Whereas, the notable scapegoat of legislative action—salicylic acid—has been proven to be a valuable anti-ferment and harmless in minute quantities required for preservation;

Be it resolved, that it is the sense of this Association that the use of such preservatives in reasonable quantities is not objectionable.

And be it further resolved, that the Legislative Committee of this Association be requested to exert their influence in securing more reasonable legislation in this direction.

H. V. ARMY, Chairman.

The report was adopted by the Association.

A resolution was adopted authorizing the appointment of a committee of five members of this Association to act as an entertainment committee, for the entertainment of the American Pharmaceutical Association, in co-operation with the local secretary of that body, Mr. L. C. Hopp, of Cleveland.

The newly elected officers were installed and the meeting adjourned sine die.

The Minnesota Association.

The fifteenth annual meeting of the Minnesota State Pharmaceutical Association, which was held at the pavilion of the Lake Park Hotel, Lake Minnetonka, June 20 to 22, 1899, was one of the most successful in its history. The attendance was excellent and much interest and enthusiasm manifested. The president, C. T. Heller, of St. Paul, in his address made several excellent recommendations which were adopted unanimously by the Association. The first related to the revenue tax and called forth a resolution pledging the Association to lend its moral and financial support to reduce the tax to 1 per cent and to distribute it among a greater list of articles in general trade, copies of the above resolution to be sent to Congress at its next session and to the N. A. R. D.

The second recommendation that the Minnesota State Pharmaceutical Association should become a member of the N. A. R. D. also found favor with the members when its importance was thoroughly understood. The Association readily coincided with the third recommendation of President Heller that county or district associations should be formed for the purpose of pushing the work throughout the State, and resulted in the appointment of a committee of one from each of the seven judicial districts of the State, which

shall investigate different plans for such organization and report at the next meeting.

In support of the fourth recommendation that a delegate be sent to Washington to assist in the revision of the Pharmacopoeia next year, President Heller argued that the last Pharmacopoeia had been edited by physicians from their standpoint alone, when it should be equally from the druggists' standpoint. Several papers of more than usual interest and value were presented, especially so one from Dean Wulling, of the State University, on adulterations, and one by Thomas Voegeli, of Voegeli Bros., Minneapolis, on "Practical Hints on Pharmacy." The election of officers for the following year resulted as follows:

President, John Nielson, Ortonville; first vice-president, B. O. Kyseth, Lanesboro; second vice-president, Miss E. Williams, Minneapolis; third vice-president, C. A. Jack, Princeton; secretary, E. B. Wilson, Minneapolis; treasurer, H. W. Rietzke, St. Paul; Executive Committee, John F. Danek, Minneapolis; Dr. J. W. Havvak, Minneapolis; A. T. Hall, St. Paul.

Programme of American Pharmaceutical Association.

The following programme has been adopted by the council for the forty-seventh annual meeting of the American Pharmaceutical Association, which is to be held at Put-in-Bay, Ohio:

Monday, September 4—Council meeting, 10 a. m.; first general session, 3 p. m.

Tuesday, September 5—Second general session, 10 a. m.; meeting of commercial section, 3 and 8 p. m.

Wednesday, September 6—Meeting of Scientific section, 10 a. m., 3 and 8 p. m.

Thursday, September 7—Local entertainments.

Friday, September 8—Meeting of the educational and legislative section, 10 a. m., 3 and 8 p. m.

Saturday, September 9—Final general session, 10 a. m.

The pharmacists of Cleveland propose to offer the hospitalities of that city to the Eastern delegates en route to the convention, and it is hoped that the Eastern delegates will so time their departure from their homes as to arrive simultaneously at Cleveland.

The Committee on Transportation are now busy arranging plans for routes and rates to the convention, but will probably not have any announcement to make for some time yet.

The place selected for this year's meeting offers many attractions, embracing bathing, boating, fishing and a positive guarantee of a low temperature, a guarantee which will be highly appreciated by those who attended the Baltimore meeting.

Northwestern University School of Pharmacy.

In accordance with the announcement made a year ago the spring course in this school has been abolished and students will hereafter be admitted in the fall only. The course for the degree of graduate in pharmacy will occupy two annual sessions of six months each and the course for the degree of pharmaceutical chemist will cover two years of nine months each.

NEW YORK CITY NEWS NOTES.

C. A. Wingert has succeeded H. M. Coleman as treasurer of the J. N. Hegeman Co.

Among recent visitors to the city we notice M. L. Barret, the well-known Chicago essential oil importer, who expects to spend a few days here.

A neat luncheon party at the Drug Club the other day was presided over by Joseph Toy, of the Carter Medicine Co., Mr. Toy's wife and daughter being included in the party.

The wholesale drug trade generally made a double holiday of the Fourth this year, closing at noon on Saturday only to reopen for business on the following Wednesday.

Mr. Nichols, the Philadelphia representative of David E. Green & Son, is in New York enjoying the summer attractions of the metropolis and incidentally transacting business at headquarters.

The many friends of Wm. A. Hockemeyer, widely known throughout the country as the United States manager of the Crown Perfumery Co., of London, will be glad to know that he is recovering from a spell of severe illness.

On August 1 the Drug Trade Club takes over the charge of its own cuisine, Fred Idler, who has been the superintendent ever since the club moved into its present quarters, having resigned his position.

A. B. Evans, of the firm of Evans & Sons, Limited, Montreal, and Evans, Sons & Co., Liverpool, spent a couple of days in this city prior to sailing for England on the Majestic on June 28. Mr. Evans was accompanied by his family, and expects to remain abroad several months.

W. P. Ungerer, the well-known essential oil dealer, has returned to his desk after a fortnight's outing at Lake George. Mr. Ungerer spent his brief respite from work in the company of his son and had a most delightful time. The scenery of Lake George resembles closely that surrounding his birthplace in the French Alps, and his stay was a very enjoyable one.

L. F. W. Seifert, who has been in business at 623 Third avenue for a quarter of a century, has disposed of the store and its good-will to J. H. Eberhardt, of 482 West Twenty-second street. Mr. Seifert retires to Bartow, near City Island, where he makes his home and conducts a prosperous branch pharmacy. Mr. Seifert was one of the best-known and most popular pharmacists on upper Third avenue, and his retirement from the district will come to many as a personal loss. His successor, J. H. Eberhardt, is young and enterprising and is sure to hold the trade.

There have been a number of the drug names among the passenger list of the Transatlantic liners during the last fortnight. W. B. Robeson, of the New York branch of Antoine Chiris, arrived on the St. Louis on July 1 after a brief business trip abroad. J. H. Stallman, of Stallman & Fulton, sailed for a two months' stay in Europe on June 29. W. A. Hamann, secretary of the Roessler & Hasslacher Chemical Co., returned from a nine weeks' trip abroad on June 27. Mr. Kutnow, of Kutnow Bros., Victor Koechl, of Victor Koechl & Co., Geo. Lueders, of Geo. Lueders & Co., and Adolph Kutroff, of W. Pickhardt & Kutroff, have also sailed for Europe.

Christopher Lincoln Williston, of Charles Pfizer & Co., died July 5, at Wayne, Pa., where he had gone to spend the summer. Mr. Williston was 56 years of age, and was connected with Charles Pfizer & Co. for upward of 25 years. The immediate cause of his death was paralysis, superinduced by nervous prostration, from which he had been suffering for over a year. Mr. Williston bore an enviable reputation throughout the trade. His sterling character and honorable business methods were appreciated by all with whom he came in contact, while his industry and ability were generally recognized. He leaves a widow and two sons. The funeral arrangements will be announced later.

James M. Farr.

In the death of James M. Farr, who expired at his home in this city, No. 16 Lexington avenue, on the 24th ult., aged 68 years, the chemical interests of the country lost a veteran and the drug trade a respected member.

Mr. Farr was the son of John Farr, one of the founders of the house of Powers & Weightman, manufacturing chemists, of Philadelphia and New York, and for forty years, as man and boy, he had been connected with the establishment.

The firm was established in Philadelphia in 1818 by Abram Kunzi and John Farr, with a laboratory at Twelfth and Arch streets. In 1836 Kunzi retired and the firm became John Farr & Co. Upon the death of John Farr the firm became Powers & Weightman, both of whom were members of the firm established in 1836. James M. Farr became associated with the new

firm, and was interested in the business for many years. Mr. Farr was an elder of the Fourth Avenue Presbyterian Church, in New York.

Mr. Farr had been ill a little over two months. He suffered from a complication of diseases, and the end was not unexpected. Funeral services were held on the 27th inst. at the house on Lexington avenue, and it was stated that the representation of New York drug men there was the largest at any funeral of the kind in the city. After the services here the remains were taken to Philadelphia, where funeral services were held at the Church of St. James the Less, in that city. The interment was in Laurel Hill Cemetery.

Mr. Farr left a widow and three sons, the youngest of whom is an assistant to the Rev. Henry Van Dyke, of the Brick Presbyterian Church, in this city. In the obituary circular sent out by the house of Powers & Weightman, the sterling qualities of the deceased are thus done justice to:

"As a partner, and, subsequently, as one of our New York representatives; he was an intimate and trusted associate for a long period of years. To speak of him as amiable and gentle, courteous and considerate, upright and honorable, is but to pay a well-deserved tribute to the memory of our departed friend."

Outing of the Drug Bowlers.

The Wholesale Drug Trade Bowling Association celebrated the close of the season on June 24th with a river excursion to College Point, a baseball game and a dinner. Boarding the steamer J. C. Emmons, at the foot of Beekman street, on Saturday, June 24th, at 2 p. m., a party of 107 members and their friends and accompanied by Rampone's celebrated Old Guard Band of twenty-four pieces, enjoyed the boat ride up the East River, past Hell Gate to College Point, on Long Island Sound. It was nearly 4 o'clock when the regiment of bowlers disembarked, and were formed up in column of fours by Colonel Geo. J. Seabury, president of the Association, for the march from the point of disembarkation to Donnelly's Grove, half a mile away. The line of march being through the enemy's country. Colonel Seabury deployed flankers to right and left. The imposing force, however, under the leadership of Rampone's regimental band, was sufficient to prevent any demonstration until the grove was reached, where the enemy was sighted in force under the leadership of the Mayor and Common Council of Hoboken. Colonel Seabury executed a flank movement and led a gallant charge, which resulted in a total rout of the enemy and the capture of about three score prisoners, all graduates of the Hoboken Girls' High School, who were enjoying an outing of their own.

The baseball game between two nines selected from the bowlers and christened respectively "Washington" and "Cleveland," attracted much attention, and the bleacheries were lined with the fair girl graduates. The batting order was as follows:

CLEVELAND.	WASHINGTON.
Smythe & Rob't'n...p.	Carr .....p.
Reddy & Smythe...c.	Meek, R. P.....c.
Judge .....1b.	Carragan, L.....s.s.
Robertson .....2b.	Lewis & Howe.....2b.
Doran .....3b.	Barnes .....1b.
Blake .....s.s.	Coffman .....1f.
Tull .....1.f.	Lawrence .....r.f.
Sedford .....r.f.	Hopper .....c.f.
Tremper .....c.f.	Coakley .....3b.

It was a hair-raising contest. Syd. H. Carragan acted as umpire, and the pitchers made earnest but mostly futile efforts to swat him with the sphere.

First Inning.

Cleveland won the toss and put Smythe up, but Carr couldn't find the plate and Smythe promenaded to first on balls. Reddy banded a torrid liner to Hopper, who held, and Smythe tobogganed to sec-

ond. Meek gobbled up Judge's foul, and Robertson fanned out amidst the jeers of the bleachers. Robertson wanted to argue the case with the umpire and was backed up by a gang headed by Charley Weisz, but the umpire made himself solid with the crowd by fining Robertson a round of beer for jawing. Carr swung at the first offering and bumped it high over the left field line. Meek banded a fly into Doran's paws. Lester Carragan took his base on balls, while the bleachers to the left yelled "robber," his father being the umpire, and then burglarized second, Lewis beating the air and Beers following him, having lost his range finder.

Second Inning.

Doran opened the second act with a hot grounder, which was muffed by Sedford, Doran taking two mounds. He then burglarized third and while the umpire did a skirt dance with the bleachers, he sneaked the pedestal. Blake stabbed two and a wide one and then sat down. Tull fanned out and Hopper cantered half a mile to muff Sedford's sky scraper, who skated to third on the back verandas of his pants. Sedford sneaked home on a passed ball just in time, for Tremper went to the bench on Carr's curves. Barnes couldn't locate Carr, who nailed the umpire in the solar plexus and was fined cigars. Carragan muffed a hot liner, and the umpire was mobbed on the decision, but executed a flank movement by having two kegs of beer opened up far out to the left field, which diverted the kickers.

The procession moved along with only a few minor casualties until the fifth inning when the game was called on account of the injudicious activity of Jupiter Pluvius and the aversion of the players to H₂O. The score was 8 to 5, both sides claiming the 8 and the umpire being in a state of nervous prostration was unable to decide on which side the high score belonged.

The ball game over the whole party adjourned to the dining-room, where an excellent dinner was served by Mine Host Donnelly. After the coffee was reached and cigars were lighted, President Seabury rapped for order and addressed the gathering. He recounted the past successes of the Association and prophesied a glorious future. S. H. Carragan, vice-president, told how pleased he was to be with the boys and said that the present was a red-letter day in his life. The Associate Editor of The American Druggist was next called upon to speak for the trade press, and made a suitable response. E. A. Olin, the treasurer of the Association, told how the funds stood, and he was followed by Chas. Weisz, of McKesson & Robbins, who made one of his delightfully characteristic speeches, assuring the Association of his hearty co-operation in their future work. "Van," as Mr. Van Buren, of Lehn & Fink, is popularly known, made a happy hit when he stated that Lehn & Fink was about to make application for membership in the Association with a team that would be a credit to it. C. E. Meek, of the National Lead Co., a member of the committee having in charge the arrangements for the outing, said that the bowling fever had struck the office of his company hard, and he hoped to be identified with the Association for many years.

The dinner party broke up to the strains of "Auld Lang Syne," played by the Old Guard Band, and all were soon on board the J. C. Emmons for the return

trip, the landing being made at the foot of East Twenty-fourth street at 10.45 p. m. The outing was a most successful one in every way, and much of the credit of its success belongs to the efficient committee of arrangements, headed by E. A. Olin, of Dodge & Olcott, and assisted by C. E. Meek, of the National Lead Co., and Wm. R. Robinson, of W. R. Robinson & Son. The Old Guard Band was provided at the expense of President Seabury, who was the leading spirit of the outing.

WESTERN NEW YORK.

Christian Scientists Arrested.

Druggists Home from Albany.

Buffalo, July 5.—The friends of John Tilma, the Buffalo druggist, who is on a visit to his native Holland, are receiving some racy accounts of the visit. He writes that he has been away from the "land of frogs," or "Kikkerland," as the Dutch language has it, so long that everything is in a measure new, the quiet, slow ways of the people, the small stores, no department stores in Holland, the universal content and prosperity and the scrupulous, almost painful neatness. Still Mr. Tilma does not write that he would care to remain there. He goes soon to London to meet Thomas Stoddart, who is visiting his old home in Scotland. An effort was made to keep Mr. Stoddart in ignorance of the fire that ruined the drug stock of Stoddart Bros., but it failed. A friend of the State Pharmaceutical convention, remembering that Mr. Stoddart had been chairman of the Executive Committee of the State Association for a long time, sent him a greeting that contained eighty signatures.

Licensed by the Erie Board.

The Erie County Board of Pharmacy at the first July meeting issued a pharmacist's license to William Edgar Lemon, who has just bought the drug store of A. I. Hubbard at Amherst and Grant streets. Three applicants were examined.

Home from Albany.

The Buffalo delegation to the State pharmaceutical convention came home much pleased with the proceedings as well as the outing generally. There were, of course, some amusing incidents connected with the trip. One Buffalonian, who is justly proud of his young son, has a photograph of the child in his watch case. At the banquet he showed it to his next neighbor and the watch went the round of the table. The owner was soon absorbed in other matters and forgot all about the elegant gold watch till the banquet was over. What had become of it? Diligent inquiry of the waiters and others who might possibly know where it went failed to give any clue to it and the owner was about to give it up, when a joker, who also belongs to the Buffalo delegation, pulled it out of his pocket. He had cabbaged it just to see what the owner would do about it. But this joker played the worst prank on himself. He was somewhat late in going to the train at Buffalo and at the house took the check the baggageman gave him without looking at it, supposing it was for Albany. On approaching that city he looked at it and found that it was merely a depot check and the trunk was therefore in Buffalo yet. His wife was with him and in

the trunk was her elegant dress, made for the occasion. And the reception, the dress affair of the meeting, was to come off that very night. Well, she stayed away from that reception and so did her luckless husband. Needless to repeat what she said about the blunder. All benedicts can fill in the blank without any help.

Rochester Celebrates.

Rochester, July 5.—The celebration of the ever-glorious Fourth has occurred, considerably to the advantage of the druggists for several good reasons. Owing to the attraction of the Canadian companies and the magnificent display of fireworks the number of visitors from all the western part of the State has been enormous. It certainly is an event long to be remembered that the Forty-eighth Highlanders of Toronto and the Princess of Wales' Own Rifles, as well as several other Canadian commands, marched in line with the United States militia on the Fourth of July. There were men who had seen service in the Crimea and men who had fought in the Sepoy Rebellion, men who had fought in the late Civil War, and men who were at Santiago—uniforms red, green and blue, until one really began to believe in the Anglo-Saxon alliance.

They Brought Their Thirst with Them.

Besides the Canadians, many commands from adjacent towns came hither to celebrate and drink the druggists' soda water and do honor to the Declaration of Independence; and, as much of the business of the city was suspended, drug stores were in greater demand than ever before. If the visitors had drank nothing but soda water druggists could have asked nothing more, and even as things were they were the happiest men in town.

A Well-Known Drug Store Changes Hands.

The Dutton & Gay drug store was purchased the 20th of last month by Wm. J. Scherer, who is now conducting a very prosperous business. The management of the store has been for some time in the hands of Mr. Gay, whose death occurred last winter. He was found dead one morning in his store, having been stricken with apoplexy the previous night. Since then the business has been in the hands of Mr. Gay's heirs until its recent purchase. Mr. Scherer, who was previously connected with the Paine Drug Co., is a competent business man and will doubtless establish for himself a very substantial trade.

Passed the State Board.

Curtis H. Haskin spent several days in Albany attending the regular meeting of the State Board of Pharmacy and incidentally taking in the druggists' meeting. The number of those who successfully tried the examination in pharmacy is rather small. They are Allen C. Day, of Niagara Falls; Rosa R. McClure, of Wellsville; Bert O. Heath, of Newfield, pharmacists, and Chas. A. Bender, of Batavia, assistant.

C. L. Hannahs has succeeded W. G. Holbrook, who has represented the firm of Adolph Spiehler, the Rochester perfumer, in New York State for the past five years. Mr. Holbrook has connected himself with the Standard Gauge Company of Syracuse, assuming the office of president.

MASSACHUSETTS.

BOSTON ITEMS.

George L. Burroughs, M. C. P., '99, recently accepted a position with the T. Metcalf Company.

J. W. Tufts is selling many reliable carbonators, and has also one run by electricity, which is attracting much attention.

C. S. Blake and J. M. Richards have each started new stores in Fall River, Mass., and have fountains from Tufts, of Boston.

H. S. Parker, of Lowell, recently wedded Miss Annie S. Nichols, of that city. It was a society event and took place in the Eliot Church.

One night recently an unsuccessful attempt was made to break into the store of J. Maro Harriman, 249 Union street, Lynn.

It will interest pharmacists to learn that a prominent firm of tobacco dealers in this city paid legislative counsel \$1,000 for opposing the cigarette bill.

The Massachusetts Pharmaceutical Association paid William W. Bartlett, Ph.G., \$100 as counsel to look after the interests of the drug trade in legislative affairs.

Frank L. Decker, Ph.G., of Beverly, was recently married to Miss Evelyn E. Thwing, at West Woolwich, Me. When the couple return from their present tour they will reside at Larcom avenue, Beverly.

Brookline had a Fourth of July carnival, and one of the features was the decorations on the store of the J. Metcalf Company. This artistic work was done in the most elaborate manner, for which credit should be given to John Sweeney, the manager of the establishment.

The new law regulating the number of justices of the peace who can perform the marriage ceremony has just gone into effect, and among the few selected from the large list of applicants is Luther L. Jenkins, the veteran Leverett street pharmacist. Mr. Jenkins has been an honored member of the Boston Druggists' Association for many years.

Arthur A. Noyes, charged with larceny of \$4,000 worth of block tin from the American Soda Fountain Company, has just been sent to the State prison for a term of not less than five nor more than eight years. He was adjudged a common and notorious thief. Noyes was once before sentenced to the State prison for 10 years for larceny, and was pardoned before his term expired. He is about 50 years of age.

The Board of Registration in Pharmacy held meetings for examinations June 27 and 28. Thirty-two candidates were examined, and the following were granted certificates: Arthur H. Tripp, Middleboro; Waldo A. Gregg, Watertown; Albert L. Powers, Woodstock, Vt.; Annie M. Lanergan, Danvers; William A. Carroll, Lowell; Walter S. Davis, Auburndale. Messrs. Tripp, Gregg and Davis were members of the class of '99, M. C. P.

James W. Tufts has had a flourishing call for apparatus, and the following are among the number recently supplied: In Massachusetts—G. E. Sturges, Haverhill; M. G. Toby, Amesbury; E. F. Conley, successor to J. J. Whipple, Brockton; E. J. Hemly, Lynn; B. J. Elkins, and C. Chase, of Worcester; Dyer & Co., Leominster; A. L. Fields, Lowell; Miss Nellie G. Bass, of Pigeon Cove, and J. J. Collins, of East Boston. In Rhode Island—W. J. Fisk & Co., of Bristol; J. N. Pelkey, of Westerly; M. Gaulin, Woonsocket, and L. St. Simonds, of Pawtucket, have also been supplied. In Maine—L. Pelletier, of Biddeford, and in New Hampshire, W. P. Emerson, of Alton Bay.

In the graduating class of the Harvard Medical School were five Ph.G.s from the M. C. P. They were Alwyn Rose, '90; Francis H. Holt, Thomas J. O'Brien, Frederick S. Schmidt and Edward P. Worth, all of the class of '95. The class of '95 thus takes the record in the number to study medicine. Messrs. O'Brien, Schmidt and Worth received their diplomas cum laude. Dr. O'Brien recently won a place on the Carney Hospital staff by competitive examination. Dr. Schmidt will at once begin practice in Jamaica Plain, while Dr. Worth will practice at his native town, Edgartown, during the summer, returning to this city next fall to pursue some special studies. Dr. Worth has been the instructor in chemistry at the N. C. P. for several years. Dr. Rose has had his shingle out in Shawmut avenue for some time, as he passed the Board of Registration successfully over a year ago.

PENNSYLVANIA.

Soda Water in the Quaker City.

Close of a Good Half-Year's Business.

Philadelphia, July 5.—The weather of the past week has been of such a nature as to gladden the hearts of the dispenser of soda water. This city is noted for its number of stores that dispense this favorite beverage and the sales are not confined to the drug stores, as nearly all the large department stores as well as many other stores have soda water fountains as part of their business. There is hardly any doubt that George B. Evans does the largest soda water business in this city. His store on Chestnut street above Eleventh on a hot day presents an animated appearance and there are two and sometimes three rows of thirsty people waiting to be served. His counter is the largest in this city, and where there are three fountains they are so connected as to be practically one. At his other store at Eighth and Arch streets he has also a handsome and large tountain, and while the trade is not as large as it is at the Chestnut street store, it nets him a large amount each day. At the Chestnut street store there are always from four to six dispensers behind the counter and they are kept constantly on the move. It is estimated that this store averages at least 3,500 glasses of soda water in a day.

John Wanamaker has also a large soda water fountain and it is about the largest in the city. The business done at this department of this great store is also very large and the sales amount to from \$125 to \$140 a day. This is a fairly large business when the amount of each sale is generally only five cents. A few of the special beverages sell for 10 cents, but the majority of the customers take the low-price drinks. About one of the finest soda water fountains in this city is located at Sixteenth and Chestnut streets, but notwithstanding its attractive appearance, the business is not any way as large as it should be, as the store is located on the north side of the street and is about two squares away from the shopping district. This store does a fair business in the early spring, but during the hot weather there are few people who walk in this vicinity and one clerk is found able to do all the soda water business.

There are few drug stores on Chestnut street, but what are there have soda water fountains and they all do a good business. George A. Conner, under the Continental Hotel, has made a specialty of this business and he frequently invents new names for old drinks. During the business part of the day he has a big trade. There are a number of other drug stores that have large soda water fountains, but their business is small as compared to these stores. They count their customers by the hundreds while the above reckon them by the thousands.

PHILADELPHIA POINTERS.

Dr. William J. Scott, who owned the drug store at Thirteenth and Vine streets, died of consumption June 18. Dr. Scott was a member of City Councils and well known among the drug trade.

The old drug store on Broad street above Germantown avenue, which has been vacant for some time past, has been bought by Dr. Samuel F. Ware, of Washington, D. C., who intends to make it one of the handsomest stores in this section of the city.

OHIO.

*Telephone War in Cincinnati.

DRUGGISTS OBJECT TO PARTY LINES.

Season Backward.

Cincinnati, July 5.—A clash occurred during the past week between the druggists of this city and the City and Suburban Telephone Association. All the pharmacists of the city having pay telephone instruments in their stores may probably be involved in the controversy in a short time. On the morning of June 29th the telephones in the following drug stores were placed on what are known as party lines: Theodore Wetterstroem, 3020 Spring Grove avenue and 1718 Elmore street; Albert Wetterstroem, 2668 Colerain avenue; Edward Kipp, 3000 Colerain avenue; C. D. Bristle, 3958 Spring Grove avenue; Gustav Weisbrodt, 4171 Hamilton avenue; Albert Meininger, Chase and Humboldt avenues, and J. F. Kautbach, 1707 Blue Rock street. All these stores are in the Twenty-fifth ward. A party line telephone is one that has two or more subscribers who are notified that they are wanted at the instruments by different numbers of rings. If No. 2 is called, No. 3 can, by placing the receiver to his ear, hear all the conversation that is going on over No. 2's telephone. This, the druggists claim, would greatly interfere with their business, as they are competitors, and a meeting was at once called to protest against the action of the telephone company. The following resolution was then drawn up, signed by the druggists and forwarded to Captain Stone, president and general manager of the company:

Resolved, That we, the undersigned subscribers of public pay telephone stations, agree to have said telephones removed from our places of business on July 1, 1899, unless the City and Suburban Telephone Association suffer said telephones to remain single and not call lines, as they were converted this morning. We further agree to not accept any telephone from said company on any other basis than that conceded to subscribers within the two-mile radius from exchange of said company. We further agree not to accept any telephone from any other company without first consulting the balance of signers to this agreement.

ALBERT MEININGER,
GUS WEISBRODT,
EDWARD KIPP,
C. D. BRISTLE,
T. WETTERSTROEM,
A. WETTERSTROEM.

The resolution was forwarded to Captain Stone and the Cincinnati College of Pharmacy notified. Nearly all the druggists of the city are members of the college. The druggists that signed the resolution fully expected that their telephones would be removed and placed in adjacent grocery stores, in which case, the druggists of the city, they assert, would have combined and ordered the telephones out of their stores. The next morning, however, each of the druggists that complained received a letter from Captain Stone which read as follows:

June 30, 1899.

Dear Sir—I have given instructions to have your telephone restored to an individual line. The change to a party line was premature, and was made without authority from the executive department. It is unfortunate that your telephone number was changed in the July Directory, which has been printed and distributed, and can not be corrected until the next issue, in November. If this is not perfectly satisfactory we will release you from your contract and remove your telephone on July 1, which we will be glad to do, for the reason that the receipts

from your station are not sufficient to pay the actual cost of maintaining and operating a pay station of such length, which must be changed to a party line when our electric signal system is installed or mileage paid. Respectfully,
GEORGE N. STONE.

The Cumminsville druggists state that they know the telephone company is losing money by maintaining the nickel-in-the-slot telephones at such a distance from an exchange, but that it is not their fault, as they were in favor of paying the \$160 per year and using their own judgment as to letting persons use their phones.

ILLINOIS.

Business Good in the West.

The Drug Trust Does Not Progress.

Chicago, Ill., July 5.—Business in drug lines is keeping up much above general expectations. Jobbers and manufacturers are sending out much larger orders than are usual this time of year and retail houses are doing a good business in all kinds of seasonable goods. The summer dullness has certainly not overtaken the trade as yet if present conditions in Chicago are any criterion. Collections are reported good both in town and through the country districts.

Out of a Job.

July first about 200 Chicago druggists who have hitherto for some time past figured as officers of the national Government in that they were permitted to dispense postage stamps without profit to themselves lost their honored positions. Up to that date nearly every drug store in the city acted as a Government agent in the matter of dispensing stamps as well as drugs, but for some reason the plan was not found satisfactory and the Government decided to close the offices here as they are doing elsewhere. For the accommodation of the public, however, the postmaster is selecting a number of the more prominently located drug stores and hereafter they will be designated as sub-stamp agencies. Among the places already selected for the honor are the following:

No. 81—Robert R. Levy, Calumet avenue and Forty-seventh street.
No. 82—James W. Packard, Forty-third street and Wentworth avenue.
No. 83—John Conrad, Lake avenue and Forty-seventh street.
No. 84—J. W. Chladek, Sixty-third street and Cottage Grove avenue.
No. 85—John E. Murback, 387 West Diversey avenue.
No. 86—Robert W. Allen, West Chicago and Hamlin avenues.
No. 87—Theodore H. Dewitz, 2406 Milwaukee avenue.

The Drug Trust Lags.

The efforts to organize a drug trust in the West are not meeting with success. Emissaries of Eastern people interested in the project have canvassed the Western field very thoroughly and as a result a number of representatives of wholesale drug firms recently met in Kansas City to discuss the proposition and come to a decision. Altogether the representatives of twenty-six houses gathered in Kansas City and the vote on the subject was unanimously negative. The concerns represented have an actual capital of about \$8,000,000, and are said to do not less than one-quarter of the drug business in the West. The meeting at Kansas City was supposed to represent one-

third of the concerns that have been approached with a view to joining the proposed trust. What action the others who have been approached have decided to take is not known in Chicago, but from the unanimity with which the Western people rejected the proposition it might be figured that pretty much the same sentiment will prevail elsewhere, although the home of the anti-trust agitator is not far from the Kansas-Missouri line. Besides representatives from Chicago, there were present at the meeting representatives from houses at Denver, Omaha, St. Paul, Minneapolis, St. Louis, Kansas City, Sioux City, St. Joseph, Lincoln, Atchison and Memphis. A number of other points were represented by proxy.

MISSOURI.

The Trust Case Postponed.

Druggists Confident of Victory.

St. Louis, July 8.—The case of Attorney-General Crow against the members of the St. Louis Apothecaries' Association has been postponed until the fall term of court. When the case was called on the 21st of last month the defendants were ready for trial, but the prosecution asked for a few days more time. This the judge refused, stating that it would be too late to complete the case at this term of court, and he did not intend to open any more cases which could not be closed before adjournment, so the case will come up early in October.

The members of the Association feel confident of winning their suit. At least a portion of the defense will be made on the grounds that the retail druggist has a right to demand the prices of preparations as recognized by the Government in the levy of stamp tax and the issuing of copyrights. They have in no way endeavored to control prices other than those established by the manufacturers. Their attorneys claim there are several technical errors in the petition which alone are sufficient to defeat the case.

The Association is hard at work raising money to defray the expenses of the suit and find collections very good. President J. H. Allen recently received a check for one hundred dollars from the druggists of Louisville, Ky., and he said they are receiving much encouragement from the druggists all over the country.

CITY NEWS.

The retail druggists' ball team defeated the drug salesmen's team with a score of 49 to 15 at Forest Park on Saturday, July 1.

The Alumni Association of the St. Louis College of Pharmacy will give a day's outing at Creve Coeur Lake on Thursday, July 20.

H. F. A. Spilker, O. F. Heitmeyer, Gustavus Koch, Dr. H. M. Whelpley and William H. Lamont are some of the local Ph.G.s who left the city with their families to spend the Fourth in the country.

The Mutual Aid Association of the Meyer Bros. Drug Co. will give an afternoon and evening boat excursion to Monteno Sano Park on July 22. All sorts of games, entertainments and dancing will be the order of the day.

Dr. T. B. Reber, son of the prominent Carondelet druggist and himself an old-time drug clerk, has been appointed mortuary clerk of this city at a salary of \$100 per month. He was formerly in charge of the vaccine corps of this city.



Our Portrait Gallery.

TRAVELING MEN AT THE N. Y. S. P. A. MEETING.



Wood. Santee. Sohni. J. P. Jones. W. W. Jones. Service. Foster.
Weed. Depew. McLeod. Otis. Whitney. Fernald. Woolston. Marvin. Whiting.
Dixon. Ambler. Wadhams. Page. Patton. Dill. Fawcett. Monroe.
Stahl. Weston. Swann. Tuthill.
Burdick.

In the above picture of the traveling men in attendance on the meeting of the New York State Pharmaceutical Association, which was taken expressly for The American Druggist, beginning at the upper left-hand corner of the picture sits W. O. Wood, with the Polk & Calder Co., Troy, and next in line is J. H. Santee, with Solon Palmer, New York; W. F. Sohni, New York Paper Box Co.; J. P. Jones, Sharp & Dohme; Willett W. Jones, Fred Stearns & Co.; R. E. Service, John M. Maris & Co.; R. Foster, Schieffelin & Co. Second row—Frank A. Weed, Whitall, Tatum & Co.; R. W. Depew, Youthful Tint Mfg. Co., Rochester; Geo. B. McLeod, C. Z. Otis, W. H. Whitney, Empire State Drug Co.; H. J. Fernald, Woodworth Sons Co., Rochester; G. J. Woolston, Seabury & Johnson; J. S. Marvin, Seabury & Johnson; G. F. Whiting, Hance Bros. & White. Third row—W. W. Dixon, E. R. Squibb & Sons; C. L. Ambler, Hance Bros. & White; S. D. Wadhams, W. R. Warner & Co.; Geo. L. Page, R. Wampole & Co.; J. G. Patton, Anheuser-Busch Co.; C. T. Dill, W. R. Warner & Co.; W. L. Fawcett, Whitall, Tatum & Co.; G. F. Monroe, Hance Bros. & White. Fourth row—A. Stahl, Manhattan Drug Co.; H. F. Weston, Sharp & Dohme; Dr. F. R. Burdick, Keasby & Mattison; S. B. V. Swann, Fischer Chemical Importing Co.; F. P. Tuthill, Parke, Davis & Co.

THE NATIONAL LEAGUE.

Albany Welcomes the Knights of the Grip.

The annual convention of the National League of Commercial Travelers of the United States was held at Albany, N. Y., on June 30.

President P. E. Dowe, in his annual address, dwelt on the effect of trusts upon commercial travelers and what the commercial traveler should do under the circumstances. He declared that he had obtained from the best possible and most reliable sources the information that 35,000 commercial travelers had been thrown out of work through trusts, and that 25,000 more had had their salaries reduced. One in every ten was affected. In conclusion President Dowe said:

"I would not advise positive or overaggressive action against trusts. As against

trusts, we are novices. We would simply get whipped in a haphazard fight. It would be to our interest to see whether any one of the great political organizations deserves our approval. I have thought a monster non-partisan organization might be formed to fight trusts regardless of politics. We are, undoubtedly, confronted with a demoralized and un-American situation."

The Committee on Resolutions then reported the following resolutions, which were adopted after a long debate:

Resolved, That we commend most heartily the work of the president of the Commercial Travelers' National League in all of his labors in behalf of the commercial travelers, and especially in relation to his demonstrations of what trusts really are, the speculative reason for their organization, and the consideration of the effects of trusts.

Resolved, That we thank him for the courageous stand taken confronting this vital issue.

Resolved, That we, the Commercial Travelers' National League, in convention assembled, deplore the organization of trusts, the centralization of capital, and the curtailment of individual possibilities as a species of speculative conspi-

racy and a menace, especially to the employment of commercial travelers.

Resolved, That we condemn as un-American the combination or syndication of incorporated or private business concerns for the purpose of controlling products, and in restraint of trade and competition.

The following officers were elected for the ensuing year: President, P. E. Dowe, Bedford Park, N. Y.; first vice-president, H. V. H. Snyder, Paterson; second vice-president, N. R. Bond, Albany; third vice-president, George C. Kirk, Stamford, Conn.; secretary, Alfred F. O'Connor, New York City; treasurer, W. E. Adams, Philadelphia.

President Dowe was directed to confer with Attorney General Davies on the enforcement of Senator Donnelly's anti-trust law, which was passed by the last Legislature.

CAUGHT ON THE FLY.

A number of drug travelers "make" New York about July 4, where they take a breathing spell and consult at headquarters before taking up the summer campaign. Among those in town we note the following: E. Jenkins and S. P. Watson, who travel in the South for Schieffelin & Co.; S. M. Allen, Eastern representative of W. R. Robinson & Son, and Harry Chambers, who covers the South and West for John M. Maris & Son.

The death of Hugo Goltau, who had been for fifteen years a road representative of Lehn & Fink, will be heard with regret by thousands all over the country. Mr. Goltau was forced to resign his position recently because of his ill health. He died in Hamburg, Germany, on June 6, shortly after his return voyage home. Those who knew him need not be told how respected he was for ability, his geniality, his honesty and his many sterling qualities of heart and mind.

BOSTON.

"The Travelers" were heard from at the recent banquet of the M. S. P. A., at Holyoke. Dr. M. P. Ward, of W. R. Warner & Co., of New York, was responsible for the outbreak. He entertained his hearers at length and was the recipient of much applause.

P. J. Lance, who represents W. R. Warner in this territory, has been calling on his friends and customers. He took away many orders.

The old reliable and almost ever present Rudolph Wirth has been with us again. This genial representative of E. Fougere & Co. does not intend to let the interests of his firm suffer for want of effort.

A. M. Stone has been making one of his periodical trips. He does sterling work for the Upjohn Pill and Granule Co.

W. D. Shattuck is one of Parker, Stearns & Sutton's hustlers. He has just closed a successful trip in this section.

T. H. Shea is seen occasionally in this vicinity. He travels for Hance Bros. & White, of Philadelphia. He has been successful in placing a large amount of goods in this territory.

J. H. Heilbrun has been around to the trade talking up the interests of the Malt-Diastase Co. His is a convincing manner, and he does good work for his people.

Donald Wilson has done his best in the interest of essential oils, and the hot weather did not prevent his hustling and receiving many orders for his firm, W. J. Bush & Co., of New York.

Rudolph Wirth, with his cheery way and ability for business, cannot be daunted even by a hot wave, so his last visit was of the usual order, short, but to the point.

C. H. Chute, agent for the Florence Mfg. Co., has recently gone the rounds in this section of the country showing his specialties in prophylactic tooth brushes and receiving orders enough to make his heart glad.

BUFFALO.

The head of the firm of Beckton & Dickinson, Philadelphia, whose specialty is thermometers, among other things, has just made one of his regular visits here, taking in the leading retail druggists with the wholesalers.

A. Bateman, representing Bauer & Black, of Chicago, plasters, etc., has lately been through the drug houses here. Though a new man to at least a part of the local trade he is well received.

J. S. Marvin, with Seabury & Johnson, who is enjoying the cool Buffalo breezes when not distributing the firm's specialties, went to the Albany meeting with the delegation, and is now due here for a regular round.

George H. Macy, who looks after the sale of the many things offered by Dodge & Olcott, is due here and will carry off the usual liberal amount of orders when he departs.

F. Smith, traveling salesman for the Philadelphia firm of H. K. Wampole & Co., was in Buffalo lately in the interest of business, going away with added favor manifested toward himself and his house.

Harry Warrick called on the Buffalo drug trade late last month in the interest of the New York firm of Fritzsche Bros., by no means coming in vain.

The regular stand-by in his line, George E. Burrows, who represents Schieffelin & Co., of New York, gave us a call during the latter part of June with the usual satisfactory result.

ROCHESTER. M. R. Connor last week resumed his old position with the Wyeth Chemical Co. He was severely injured in Oswego last April while stopping a runaway team, and it was only a few weeks ago that he was able to return to Rochester. Since then he has spent some time in the country with such good results that he has thrown away his crutches and is once more the pleasant, energetic salesman of the Wyeth Chemical Co.

F. P. Hinkston is in New York preparatory to going on the road again for Lehn & Fink. He expects to take in the meeting of the New York State Pharmaceutical Association at Albany on his next trip.

It is not often that one sees a finer list of samples than E. Chase Bryant brought with him on his last visit for Andrew Jergens & Co.

A. U. Andrus, representing the firm of which he is proprietor, called recently. Mr. Andrus evidently believes that if a man would have anything done well he should do it himself. His own success speaks eloquently in his favor.

PHILADELPHIA. Walter F. Ware's business is showing a large improvement over the same period last year, and he lays the blame on The American Druggist, as since he has been advertising in this paper results have quickly followed. His business has increased to such an extent that he has been compelled to engage three more traveling men, Ralph Kirkley, who will look after the Western territory; William R. Brawner, who will look after the Southern trade and as far south as Norfolk and Richmond, and Jerry J. Warren, who is located in Havana and will have full charge of the Cuban trade. Mr. Ware is very highly pleased with the Cuban business, as since he has established a representative there he has received a number of large orders. He reports a big demand for Mizpah nipples, as well as for his D. A. B. aprons. This apron has caught on and the demand for it is greater than the supply.

G. Y. Gilbert is here in the interest of F. R. Farrington & Co., of New York.

Alfred D. Smack is the name of the accomplished gentleman who is here representing A. P. Hamilton, of New York.

C. W. M. Nichols is here representing D. E. Green & Co., of New York.

The Miller Rubber Mfg. Co., of Akron, Ohio, is ably represented here by Wm. F. Pfeifer.

Dr. H. E. Jones is here in the interest of the Norwich Pharmacal Co.

Clayton Martin, of the Philadelphia Drug Co., has returned from a week's vacation to his home in Lancaster county.

Dr. Simmons, who is employed by Smith, Kline & French Co. to push Eskay's Food, was married very quietly on June 12.

CINCINNATI. Druggists were called upon last week by W. H. Grover, the hustling representative of the Grand Rapids Brush Company.

J. C. Dowd, the New York druggist sundry man, was in Cincinnati this week visiting the local trade. He reports good business.

The Davidson Rubber Company was represented here recently by J. W. Blood, a hustling and popular traveling man. His sales were big.

Simon S. Tuch, one of the cleverest salesmen hereabouts, is pushing boro-lithia water in great shape. Many druggists are selling it.

W. J. LeMoin, the popular representative of the Ames-Bonner Company, was visiting Cincinnati recently and his business was all that he expected.

Dr. John F. Haynes, one of the best-known drug salesmen in the East, will be in Cincinnati in a short time to spend his annual vacation.

G. W. Corning, a clever representative of Parker, Stearns & Sutton, was in Cincinnati this week calling on the local drug trade.

ST. LOUIS. J. P. Goodlander, representing the Meyer Bros. Drug Co. in California, came in with the Elks last week, but devoted most of his time to business around the house. He comes to headquarters about twice a year.

W. F. Blocker, representing the Meyer Bros. Drug Co. in Texas, was a busy man around headquarters last week.

Chas. E. Pinkham, of the Lydia Pinkham Co., and Advertising Manager C. E. Weatherall left here last night for a trip through the Western Coast States. While here they were in charge—as least for a part of the time—of Ed. Schall, of the Meyer Bros. Drug Co., who proceeded to show them the town, with a good time thrown in.

James C. Messeroll, representing E. R. Squibb & Sons, spent last week in this city. He is a man who looks after business first, but enjoys a jolly good time when the opportunity presents itself.

Dr. C. C. Moore, of the Moore's Pilules Co., New York City, has been looking after business

here for the past week. He said it kept him busy keeping out of the way of the Elks: The doctor says he is something of a sportsman, but they were too much for him.

Paul Schneider, representing the U. S. Pharmacal Co. at this point, has recently taken on the agency for the Randolph Label and Box Co., of Chicago.

CHICAGO. John F. Matthes, the Chicago manager for Whitall, Tatum & Co., left for Philadelphia, July 6. After a review of the year's business in that city, he will do Atlantic City, New York and Niagara Falls.

Wood Wright, of Searle & Hereth Co., came in to spend the "Ever Glorious" and left for Kansas City the following day.

C. Frisius, of the Morley Drug Co., has returned from a two months' trip through the Northwest. He reports the druggists in that locality making money.

W. T. Ford, the star representative of the Hartt Mfg. Co., was in Chicago recently to talk shop with Manager R. W. Walker. Mr. Ford covers Kansas and Missouri. He at one time traveled in these States for the Meyer Bros. Drug Co.

W. J. Walters, who represents Johnson & Johnson, in Indiana, left his sample case at the Chicago branch office July 1, and started for Denver on his annual vacation.

G. C. Healy, who covers Ohio and Kentucky for Johnson & Johnson, attended the Ohio Pharmaceutical Association Convention at Put-in-Bay, and then came to Chicago to renew acquaintances. He left July 6th on a fishing trip to Mackinac, taking R. W. Davies and A. D. Tyson with him. Messrs. Davies and Tyson represent the Johnsons in the West.

Chas. Bayard, of the Beach & Clarrige Co., Boston and Chicago, has just returned from a flying trip to New York and Boston. Mr. Bayard has been a colossal success here this summer with B. & C. line of juices.

George Perry, of Powers & Weightman, Philadelphia, was in the city during the week.

R. S. (Dick) Johnson, of Merck & Co., called upon Chicago friends last week.

George Wright, of Mallinckrodt, St. Louis, spent a part of the week in town.

F. M. O'Dena, of Parke, Davis & Co., visited Chicago last week.

A number of Johnson & Johnson men were in over the Fourth. Among them were: A. D. Tyson, from Southern Iowa and Illinois territory; George Healy, the Ohio man; Bob Davies, from Dakota and Minnesota; George W. Sinclair, the Western representative of the house, spent the Fourth in Woodstock, Ill., with his wife's family.

W. M. Schroeder, the Colorado representative of Hance Bros. & White, spent the Fourth in Chicago.

J. H. Odbert, of Hance Bros. & White, spent carnival week in Milwaukee.

A POPULAR LINE,

Shown at the Albany Meeting of the N. Y. S. P. A.



J. P. JONES.
(Sharp & Dohme.)



W. W. JONES.
(Fred. Stearns & Co.)



LOUIS E. TREAT.
(Johnson & Johnson.)



ROBT. L. SERVICE.
(J. M. Maris & Co.)



H. J. FERNALD.
(C. B. Woodworth Sons Co.)



Review of the Wholesale Drug Market.

It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.

NEW YORK, July 10, 1899.

Condition of Trade.

THE volume of business transacted during the fortnight has been up to the average of the corresponding period of previous years, though trade was restricted somewhat by the holidays, no business being done on the exchanges from July 1st to 5th. The trade outlook continues good, and manufacturers report an active movement. Most of the fluctuations in the interval have been in favor of sellers and the tone of the market continues strong. Opium is receiving more attention and values are firmer. Cinchonidine continues scarce and prices are about on an equality with quinine. There has been a let-up in the demand for cod liver oil, usual at this season of the year, and prices have receded. Ammonium carbonate is higher from domestic manufacturers and the price of Western-made glycerine has advanced. An easier market prevails for balsams and values are generally lower. The principal fluctuations are tabulated below:

HIGHER.	LOWER.
Opium.	Naphthaline.
Cinchonidine.	Norwegian cod liver oil.
Quicksilver.	Menthol.
Mercurial preparations.	Camphor.
Oil peppermint.	Golden seal.
Ammonium carbonate.	Balsam fir.
Cuttlefish bone.	Balsam Peru.
Colocynth apple.	Balsam tolu.
Oil wintergreen.	Oil camphor.
Coriander seed.	
Glycerin (Western).	
Jalap.	
Cacao butter.	
Arnica flowers.	

DRUGS.

Arnica flowers are scarce and held at 7½c. to 8c.

Balsams: Copaiba, Central American, is dull and sales are making at 36c. to 38c. Tolu is not inquired for to any extent and values are easier with 29c. to 31c. now quoted. Fir is easier in the face of recent heavy arrivals of Oregon and barrels are quoted 85c., and cans 10c. higher; Canada is well sustained at previous prices. Peru is offered more freely and a shade lower or say \$1.85 to \$1.90.

Barks: Cascara is quiet at nominally unchanged prices. New bark to arrive offers at 4½c., but buyers are holding off in view of the limited demand and the expectancy of a lower range. Small lots of new stock at the source of supply fetched 2c. The crop is expected to be a large one and lower prices will undoubtedly prevail. Cascarilla has been in demand and values are firmer, with 8½c. now the range. Sassafras momentarily is dull, but there is seemingly no effort made to urge business at anything under 6c. Witch

hazel, Northern, offers less freely and for the available parcels 3c. to 4c. is asked; Southern stock offers at 2½c.

Cinchonidine continues scarce and for the small available supply 34c. to 36c. is asked.

Cuttlefish bone is offered less freely, and values for Trieste prime remain firm on the basis of 12c. The fishing for the season is reported a failure. Cacao butter is improving in position and the foreign market is firmer. Prices here have advanced in sympathy and 35c. to 36½c. is now the range for foreign bulk; cakes in 12-lb. boxes quoted 39c. to 40c., as to brand.

Cubeb berries are dull and values for the time are nominal; sales are making at 6c. to 8c. for whole and 10c. to 12c. for powdered.

Cod liver oil, Norwegian, continues inactive. Supplies are offered more freely and sales are reported of prime quality at \$19.50 to \$20.

Coca leaves are in small supply and a firmer feeling prevails at 22c. to 24c. for both Truxillo and Huanuco.

Colocynth apple is advancing at primary sources and spot quotations are higher, 40c. to 42c. being now quoted for ordinary grades and up to 50c. for choice variety. Spanish offers at 17c. to 20c.

Chamomile flowers promise to be more plentiful, new crop German, it is reported, giving a large yield of good quality flowers, for which 20c. to 25c. are asked to arrive; Roman remain quiet but steady at 16c. to 18c.

Ergot has been inquired for with less freedom during the interval, but an early improvement both in demand and in prices is looked for, since recent advices from Hamburg indicate a failure of the crop. German offers here at 28c. to 30c., and Spanish 35c. to 38c.

Guarana is in small stock and for quantities required 42½c. to 45c. is asked.

Glycerin has been advanced ½c. by Western manufacturers, but city make is selling at the previous range of 13½c. to 15c. for bbls. and can respectively.

Haarlem oil is in small supply and no offerings are made for future delivery. Values are distinctly firmer, with the range at \$2.25 to \$2.75, according to bottling.

Manna meets with an indifferent sale, small flake passing out most freely at 23c. to 25c.

Menthol continues unsettled and irregular and offers more freely at \$2.15 to \$2.25.

Naphthaline continues to weaken and recent sales of both flake and ball were at 2½c.

Opium is in better demand and firmer. Foreign advices are favorable to a still further advance. Smyrna cables quoting the equivalent of \$3.15 and case lots of spot stock do not offer below \$3.10, while \$3.12½ is quoted inside by some holders. Powdered is firmer with \$4 to \$4.15 the quotation of the market.

Quinine is in slightly better demand, though speculation is yet an absent feature: foreign bulk offers from second hands at 33c. to 35c. for French and German, and the price of both domestic and foreign is maintained by manufacturers at 36c.

Sugar of milk has remained quiet, but prices are steady at 10c. to 12c. for powdered and 15c. to 16c. for crystals, in

view of an expected shortage due to restricted output of dairy products of crude material on account of the long-continued drought.

DYESTUFFS.

There are no new features to announce in the market for dyestuffs; only a moderate business has been done in the interval and unchanged prices were quoted on nearly all lines.

CHEMICALS.

Acetanilid continues firm and manufacturers quote 29c. to 30c., though stock in second hands offers at 28c.

Ammonium carbonate has been marked up by domestic manufacturers, 8c. being now quoted inside for barrel lots, though this figure is being shaded on 10-bbl. orders.

Citric acid continues to find sale at the old range of 42c. to 42½ for crystals. The market is developing a firmer tone in view of stronger foreign advices. In London, quotations advanced 3d. from June 10th to June 24th and recent sales have been at 1s. 8d. Manufacturers of citrates and scale compounds have advanced their prices in sympathy with the citric market, says the "London Chemist and Druggist."

Mercurials are higher in sympathy with the recent advance in quicksilver. Manufacturers' quotations are as follows: Blue pill, 37c. to 38c.; calomel, 75c. to 77c.; corrosive sublimate, 66c. to 68c.; 50 per cent ointment, 43c. to 44c.; 33 1-3 per cent ointment, 34c. to 35c.; red precipitate, 85c. to 87c., and white precipitate, 90c. to 92c.

Quicksilver is maintained in firm position at the recent advance to 60c. to 61c.

Stearic acid is higher in sympathy with the raw material and extra quality is now quoted at 9½c. to 10½c.

Tartaric acid is jobbing fairly at 31½c. to 32c. and 32c. to 32½c. for crystals and powdered respectively.

ESSENTIAL OILS.

Camphor has weakened a trifle and sales in a large way have been at 5c., though jobbing lots do not offer below 6c.

Cassia is firmer and high test goods are offered less freely at 95c.; sales of low test have been made at a slight decline, or say, 77½c.

Clove is dull and easy at 55c.

Lemon is held with increased firmness and higher prices are asked for some of the better known brands.

Peppermint is in better demand for export and sales of case lots are reported at \$1.20 for bottles. Quotations for bulk, Western and New York, show an advance to 80c. to 90c. and 95c. to \$1.10 respectively as to quality and quantity.

Sassafras, artificial, is selling slowly at the lower line of prices established a short time ago.

Wintergreen, natural, is scarce and higher prices are asked by most holders, \$1.25 to \$1.30 being commonly quoted.

GUMS.

Aloes, Curacao, are in moderate demand with sales from first hands at 2½c. and jobbing lots offering at 3½c. to 3½c.

Camphor is offered 1c. lower from the manufacturers, refined being now quoted 45c. to 45½c. in bbls. and cases respectively. Competition and a decline in the price of crude gum are given as the causes of the decline.

Other druggists' gums are without new feature of interest either as regards price or demand, and values all along the line are as quoted for the past two or three issues.

ROOTS.

Gentian is held with more firmness and a fair jobbing demand is experienced at 3½c. to 4½c. It is reported that this year's crop will be much smaller than that of the previous year, and the Trieste quotation is 15s. 6d.

Golden Seal is meeting with less inquiry and the prices are lower, 45c. to 50c. being now the nominal range.

Ipecac has eased off a trifle in sympathy with the London market, where recent arrivals have affected values, and local holders now quote \$4 to \$4.25 for spot stock.

Jalap has strengthened in the interval and recent sales were at 12c. to 14c.

Snake is quiet and the range of the market is 27c. to 30c.

Valerian is lower in the face of competition, and 9c. to 10c. is the common quotation for Belgian as to quality.

SEEDS.

Canary has been fairly active in the interval, and we hear of large sales of Smyrna at 2½c. to 2¾c., and Sicily at 2½c. to 3c.

Celery is jobbing at 6½c. to 6¾c.

Coriander is firmer and higher in price in sympathy with reports from primary sources; natural quoted 2½c. and bleached 2¾c.

Other descriptions of aromatic and bird seeds are without change of consequence, and the demand seldom rises above jobbing proportions and the inquiries confined mostly to jobbing lots.

Poppy is dull and nominally 7½c. to 7¾c.

Hints To Buyers.

The Fly Button Co., Maumee, Ohio, offer some very taking premiums on their Fly Buttons. Write them for circulars. Mention this journal.

The Kelsey Press Co., Meriden, Conn., offer cheap printing presses, on which the druggist can print his own labels and cards. Write them for full catalogue, mentioning this journal.

Hirsch, Frank & Co., 33 North Third street, Philadelphia, make a line of dispensing coats which are neat, serviceable and inexpensive. Write them for samples of cloth and quotations, mentioning this journal.

Druggists who carry photographic and optical goods should read the advertisement of C. P. Goerz, of 52 East Union Square, New York. The goods manufactured by this house enjoy a world-wide celebrity.

The T. B. Dunn Co., Rochester, N. Y., would like to send to such of our readers as need it a full supply of advertising matter for gratuitous distribution. When writing them please mention The American Druggist.

Two exquisite lithographs are being distributed free of charge by the Pabst Brewing Co. For full particulars concerning them our readers should address the "Best" Tonic Department, Pabst Brewing Co., Milwaukee.

Such of our readers as are contemplating the building of new fixtures should correspond with the L. A. Becker Co., 51 Institute Place, Chicago, before closing contract. They have exceptional facilities for doing work of this character.

Druggists who wish to keep posted on new remedies should write to the Farbenfabriken of Elberfeld Co., 40 Stone street, New York, for literature concerning their recently introduced remedies, which are one of the most popular used by physicians.

The F. A. Thompson Co., Detroit, Mich., are in a position to offer special inducements to large buyers of aloin, hydrastin, podophyllin, scammony, euonymin, and leptandrin. When writing them for quotations, please mention The American Druggist.

Every druggist should have a type-writer for use in his business with doctors, customers, and the wholesale trade. Write to the Blickensderfer Mfg. Co., New York, for illustrated catalogue. Their machines are light, cheap, and thoroughly reliable.

A full line of non-secret remedies, put up in the very best style at the very lowest prices, are made by C. B. Smith & Co., Newark, N. J. Write W. H. Foster, manager the manufacturing department, for catalogue and specimen cartons, mentioning this journal.

Among the most wide awake and progressive manufacturers of pharmaceuticals in the United States are the firm of Sharp & Dohme, of Baltimore and New York. No druggist's business library is complete without a copy of their latest catalogue, which can be had by applying for it and mentioning The American Druggist.

The Micajah wafers have been endorsed by the most eminent practitioners and are extensively advertised to the medical profession. The manufacturers, Micajah & Co., Warren, Pa., will cheerfully send printed matter to all the physicians in your neighborhood, mentioning your name, if you will send them a list of the physicians' names to whom you desire the literature mailed. This is an excellent opportunity for getting your name before the physicians in your territory.

Not an Experiment.

For forty years Hamlin's Wizard Oil has been selling and selling well. It is pushed by novel and persistent advertising and the manufacturers furnish an abundant supply of advertising matter to druggists who carry it in stock. This advertising matter includes song books, large and small paper, iron and wood signs, posters, circulars, tape measures, envelopes, thermometers, picture cards, stencils, counter wrapping paper, rubber stamps, etc. This medicine nets a clean fifty per cent profit and will not be allowed to linger on the shelf. Write for full particulars to Hamlin's Wizard

Oil Co., Lake and LaSalle streets, Chicago, mentioning this journal.

The Marvel "Whirling Spray" Syringe.

The "Marvel" is the only real improvement in vaginal syringes made in twenty years. It is entirely unlike the clumsy, solid-stream syringes so long found inefficient and unsatisfactory. The "Marvel" is most simple, convenient and effective. It is always ready; nothing to get out of order;

no cumbersome water bags, tubing, valves or shut-offs to cause delay and annoyance. The "Marvel" dilates and flushes the vaginal passage with a volume of whirling fluid which opens the folds and comes in contact with its entire surface, instantly dissolving and removing all secretions and discharges. The "Marvel" injection and suction syringe does not throw a solid stream. Vaginal pipes which discharge a central or solid stream are condemned by physicians as dangerous. The fluid is liable to enter the uterus, causing thereby extreme pain, uterine colic, or alarming symptoms of nervous prostration and collapse. The "Marvel" discharges (9 ounces) of hollow whirling spray, which is more effective than a gallon of injection used with any other syringe.

The highly polished rubber vaginal pipe is five inches long. The whirling spray tip is removable for cleansing. The adjustable soft rubber guard closes the vaginal inlet, and prevents the injection from escaping, and also causes its immediate return by suction into the bulb when pressure on same is removed.

The soft rubber nozzle cap prevents leaking if the syringe is carried filled for use when traveling. With the "Marvel" a douche can be taken in a moment without spilling or wetting the clothing. Fountain syringes are inconvenient, and those which discharge small pin-like streams or a light film of water, are not effective, for the reason that the small stream when injected reaches only that part lying against the nozzle, the course of the liquid is turned and follows back along the pipe and escapes, and its intended and supposed effect is lost. The fluid is running out as fast as it is being injected. The vagina has not been distended, which is absolutely necessary in order to reach and remove the secretions in the folds. Write the Marvel Co., Times building, New York, for circular and quotations.



The Antikamnia Tax.

There still appears to be a misunderstanding in some sections concerning the amount of stamp tax to be put on antikamnia. This matter has been decided by Commissioner Scott, who states that antikamnia is taxable at 2½ cents per ounce. The manufacturers stamp every ounce before sending it out, but they wish to impress the fact upon the trade that no other stamping is necessary.

"Allenburys'."

The Allenburys' Foods are prepared on the most thoroughly scientific basis and they take into consideration all the conditions existing in infancy. The manufacturers realize the fact that the digestive organs of the infant develop gradually and require different characters of food at different ages. Nature recognizes this fact and provides for it in the slight but constant change which goes in the character of the nursing mother's milk from the birth of the child until it is weaned. Allen & Hanburys follow out this hint of nature and prepare three kinds of food suitable for children at different stages of growth. These foods are being introduced in the United States and the druggist who wishes to keep in touch with the latest improvements in medical science should write to Allen & Hanburys' New York office, at 82 Warren street, for introductory terms and literature.

Apollinaris Not Drawn from the Fountain.

The "Pharmaceutical Era" (May 18, 1899, page 660) says that in its issue of April 27 there was published a formula for a lemonade in which bottled Apollinaris water is directed to be employed. The "Era" goes on to say: "So far the formula is all right, and, we believe, a good one, but following the author's directions too closely, the statement was allowed to appear that 'the lemonade may also be made by using Apollinaris mineral water on draught.' This alternative procedure is impossible, as Apollinaris comes from a spring in Germany and reaches this country only in bottles. It cannot, therefore, be drawn from a soda fountain, and we are sure no druggist will attempt to furnish any other water than the genuine under the name 'Apollinaris.' Should he do so, he would very likely cause trouble between the Apollinaris Company and himself."

Posters in Plaster.

The newest thing in posters are medalion bas-relief in plaster of Paris, which are made by John McGreer, of Chicago, whose advertising figures have already been described in these columns. These medallions, many of them, are very artistic indeed and are finished in imitation of old ivory. Others are colored, the method of making them being described as follows by Mr. McGreer:

"These heads are made of plaster of Paris, the original being modeled in clay. From the original molds are made, so that replicas may be produced in large quantities and with great rapidity. Then I take one head and color it as a pattern, to be followed by the girls who are trained in that branch of work. Each girl has her specialty. One is apt in putting on the flesh tints, another excels in touching up the eyes, and so on. The reliefs are

set up in rows on a long rack, and one after another these girls go down the row, each giving to the figure only those touches that belong to her special branch. There is no changing of brushes, for only one color is handled at a time by any of the painters. The design for the printed portion of the poster is laid out on a smooth pine block and engraved like any wood engraving."

Your Own Preparations in Collapsible Tubes.

The Collapsible Tube Commodity Company, of 22 Cortlandt street, New York, offer to the drug trade to put in pure tin collapsible tubes their own toilet and other preparations. This is a reliable house, and druggists may be sure of honorable treatment in dealing with them. In writing for quotations, state quantity required.

Do You Know?

How many druggists know that camel's-hair pencils are made from the hair of the French or German squirrel?

How many druggists know that the name Eskay (Eskay's Albumenized Food) is a coined word formed from the sound of the first two letters of the first two names of the firm name Smith, Kline & French Co.

Direct Sales to Retail Druggists.

Winthrop M. Baker, of 543 Atlantic avenue, Boston, maker of the famous chocolates and bon-bons, sells direct to the retail drug trade, giving them, wherever possible, an exclusive agency for the goods. This line of confectionery is of far beyond common quality, and is most tastefully presented in neat and artistic packages. Where the dealer prefers, he may buy in bulk. An illustrated catalogue of the line will be sent on application.

Paine's Celery Compound Prizes.

Wells, Richardson & Co., Burlington, Vt., manufacturers of Paine's Celery Compound, offered to the drug trade the sum of one thousand dollars in prizes for photographs of the best window display of Paine's Celery Compound. The photographs were submitted to a committee composed of the president, vice-president and secretary of the Vermont Pharmaceutical Association, who have announced the following list of prize winners:

FIRST PRIZE—\$300.

W. H. Noll, 10 East Columbia street, Fort Wayne, Ind.

SECOND PRIZE—\$150.

S. E. Dickinson, Hartford, Wis.

THIRD PRIZE—\$100.

MacLeod & Co., St. Albans, Vt.

FOURTH PRIZE—\$50.

W. P. Huckle, Eleventh and Walnut streets, Kansas City.

FIFTH PRIZES—\$5 EACH.

Ellington Drug Co., Los Angeles, Cal.; E. H. Baker, 117 West Santa Clara street, San Jose, Cal.; Wm. P. Herbst, Pennsylvania avenue and Twenty-fifth street, N. W., Morris W. Waters, 1344 Thirty-second street, and Houston's Pharmacy, Tenth and R streets, N. W., Washington, D. C.; Bothwell & Holdener, Carlyle, Ill.; B. S. Cooban & Co., Sixty-third and Butler streets, Chicago, Ill.; E. W. Healy & Co., Macomb, Ill.; J. F. Bomme Drug Co., Evansville, Ind.; Edgar Schiller, Logan, Iowa; R. W. Bottomley & Co., Louisville, Ky.; A. Z. Cates, Rumford Falls,

Me.; W. B. Noble, Springfield, Mass.; John D. Smith, Ware, Mass.; H. H. O'Rourke, 212 Millbury street, Worcester, Mass.; White's drug store, Jackson, Mich.; Fred R. Price, Sault Ste. Marie, Mich.; F. A. Blickey & Son, De Soto, Mo.; Chas. A. Williams and The Annis Co., Manchester, N. H.; Wellman Bros., Jamestown, N. Y.; A. L. Goldwater, 236 Willis avenue, New York City, N. Y.; A. T. Brown, Sag Harbor, N. Y.; Moncrief & Francis, Troy, N. Y.; S. Felt, Watertown, N. Y.; S. L. Sterling, Carrollton, Ohio; Frank D. Hall, Newark, Ohio; E. B. Hubbard, Tiffin, Ohio; George W. Cramer, Urbana, Ohio; Edward Nichols, Guthrie, Okla.; J. M. Hess, East Mauch Chunk, Pa.; Jos. A. Hart, 1202 N. Fifth street, Philadelphia, Pa.; Saxton Drug Co. (M. B. Breneman), Saxton, Pa.; McDonnell & Cowan, Lebanon, Tenn.; F. J. Hill & Co., Salt Lake City, Utah; B. H. Gorrell, Lexington, Va.; T. A. Miller, Richmond, Va.; C. A. Suits, Marinette, Wis.; F. Harbridge, Racine, Wis., and Becker's Pharmacy, Winneconne, Wis.

SIXTH PRIZES—\$2 EACH.

Galt & Co., Selma, Ala.; Smith Bros, Fresno, Cal.; Wolff's Pharmacy, San Diego, Cal.; J. J. Alling, 141 Dixwell avenue, New Haven, Conn.; A. C. Walker, care Brooklyn Drug Store, Waterbury, Conn.; J. S. Beeten, Wilmington, Del.; Eugene R. Nichols and W. D. Brace, Washington, D. C.; H. Giddings, 1238 Lake street, Chicago, Ill.; A. Alphonso & Son, Washington, Ill.; A. L. Cavin, Bloomfield, Ind.; John E. Sturgis, Bluffton, Ind.; Ashman & Gard, Frankfort, Ind.; J. R. Heinrich and H. W. Mordhurst, Ft. Wayne, Ind.; A. Layton & Son, Linden, Ind.; H. M. Jackson (The Andrews' Drug Store), Muncie, Ind.; Chas. McClintock, Salem, Ind.; Lomas & Kessel, Cresco, Iowa; Webb Souers, Seventh and Walnut streets, Des Moines, Iowa; H. A. Barber & Co., Iowa Falls, Iowa; J. Bille, Mt. Auburn, Iowa; Van Cise & Co., Mt. Pleasant, Iowa; Fred W. Page, Wall Lake, Iowa; William Wright, Elk City, Kan.; E. J. Collins, Russell, Kan.; C. K. Wyly, Hopkinsville, Ky.; Muswick & Co., 330 Fourth avenue, Louisville, Ky.; H. H. Sprague & Co., Middlesborough, Ky.; Dr. S. J. Wallace, Castine, Me.; J. Heisly Keller, Frederick, Md.; W. A. Howe & Co., 14 Franklin street, Allston, Mass.; Chicopee Falls Drug Co., Chicopee Falls, Mass.; C. H. Packard, 46 Maverick square, East Boston, Mass.; J. A. Loomis & Son, East Hampton, Mass.; N. M. Des Chenes, Fitchburg, Mass.; Crescent Drug Co., Melrose, Mass.; O. P. Allen, Palmer, Mass.; C. C. Cook, Orange, Mass.; W. B. Chandler & Co., West Springfield, Mass.; Lewis McFarland, 528 Michigan avenue, Detroit, Mich.; Patterson's Drug Store, Jackson, Mich.; Fred Castenholz (care Fred Brundage), Muskegon, Mich.; J. S. Haggart, Owosso, Mich.; Loranger & Culver, Saginaw, Mich.; M. L. Pant, Faribault, Minn.; Clifton's Pharmacy, Tupelo, Miss.; C. M. Wright & Co., Fulton, Mo.; F. W. H. Digges & Son, Glasgow, Mo.; Frank C. Richards, Hannibal, Mo.; Last's Pharmacy, Moberly, Mo.; Chas. E. Lathrop, Omaha, Neb.; A. E. Wallace, Nashua, N. H.; George W. Frutchey, Boonton, N. J.; Albert Spies, Newark, N. J.; H. B. Smith, 880 Manhattan avenue, Chas. F. Winkle, 310 Graham avenue, A. G. Koehler, 1691 Broadway, Emil A. Wilkens, 190 Nassau avenue, E. J. Huels, Broadway and Gates avenue, Benj. Rosenweig, 524 Fulton street, Brooklyn, N. Y.; L. A. Baker, Cambridge, N. Y.; Gerity Bros., Elmira, N. Y.; James R. Bingham, N. Y.; F. A. Shelley, Medina, N. Y.; Cady's Drug Store, Plattsburg, N. Y.; W. Hoffmann, 149 Center street, New York, N. Y.; Otto C. B. Grom, Van Brunt and Dikeman streets, Brooklyn, N. Y.; R. E. Smith & Co., Syracuse, N. Y.; George O. Pennock, Utica, N. Y.; Dr. Chas. T. Sisk, Whittier, N. C.; E. M. Rabe, Clyde, Ohio; John A. Mayer & Co., Dayton, Ohio; A. M. Minsel, Defiance, Ohio; E. B. White, Lancaster, Ohio; W. M. Barton, Mansfield, Ohio; Haun & Griffith, Niles, Ohio; Wurster Bros., Portsmouth, Ohio; A. Q. Price, Swanton, Ohio; R. G. Lindsley, Corry, Pa.; G. C. Potts, Harrisburg, Pa.; Wm. W. Troop, Reading, Pa.; Guido C. Boecking, Tyrone, Pa.; Vinton Drug Co., 380 Atwell's avenue, Providence, R. I.; O. C. Stott & Co., Westerly, R. I.; H. W. Hummel, Charleston, S. C.; Owen & Moore, Clarksville, Tenn.; W. D. Kuhlman & Co., Knoxville, Tenn.; Black & Marshall, Lewisburg, Tenn.; George A. Clavin, 144 Commercial street, San Antonio, Tex.; Willis Drug Co., Charlottesville, Va.; W. E. Shaver, Edinburg, Va.; E. W. Owens, Portsmouth, Va.; A. M. Gilbert, Martinsburg, W. Va.; Grimm's Drug Store, Parkersburg, W. Va.; F. J. Montgomery, Appleton, Wis.; H. K. White, Janesville, Wis.; Chas. A. Wakeman, Oshkosh, Wis.; B. D. Merrell, Superior, Wis., and E. D. Pardee, Wausau, Wis.

A catalogue of filled gelatin capsules will be sent on application to the Grape Capsule Co., Allentown, Pa. Salol, comp. castor oil and cod liver oil are their three specialties.

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and Pharmaceutical Record.
"America's Leading Drug Journal." Founded 1871

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THE TRUST.

IN the rage for combinations which is sweeping over the country it is not to be expected that the drug trade should be overlooked, particularly in view of the fact that the public in general has a vague but, unfortunately, an erroneous idea that every drug store is a miniature Klondike. Mr. Elliott Burris has undertaken the task of consolidating the interests of the wholesale druggists of the United States, and while he still maintains a confident front, it would seem that his dream of consolidation is never likely to be realized. We publish some interesting news upon this subject in another column, from which it will be observed that, beginning with the repudiation of the idea by a large proportion of the Western druggists assembled to discuss it at Kansas City in the early part of this month, the defections from the ranks of the proposed consolidation have spread rapidly to the East, the Cincinnati jobbers taking a most aggressive stand in opposition to the consolidation.

Mr. Burris has displayed a wonderful degree of ingenuity and an energy worthy of success in his efforts to bring about the proposed consolidation, but we feel confident that he has not properly understood either the conditions existing in nor the mental bias of the drug trade, for both these factors must be reckoned with, and both are basically antagonistic to the idea of combination so far as the jobbing interests are concerned. We have heard but little of late as to the proposed trust of manufacturers, but the mere fact that no news is forthcoming concerning this proposed combination is by no means an indication that it has been definitely abandoned by the promoters interested in the scheme. While some of the largest manufacturers repudiate the suggestion of combination and even deny that they have been approached, the rumor crops up with a degree of persistency which seems to indicate that it has some basis of fact. Here indeed there does seem to be a field for the ubiquitous promoter, but for the good of pharmacy it is to be

hoped that any promoter who undertakes this will be as little successful as has been Mr. Burris in his efforts to consolidate the jobbing interests.

EXPORT OPPORTUNITIES.

THE opportunities for making money within the limits of the United States have been so plentiful as to occupy almost exclusively the attention of our manufacturers, but there are a few makers of proprietary remedies who have sought and found a wider field for their activities and one which we presume is even more profitable than that offered in the United States. In another column we give an interview with a South American subscriber, Mr. Cassels, of Buenos Ayres and Rio de Janeiro, which contains an interesting suggestion for manufacturers of American proprietary remedies as well as for makers of bottles, etc. The style in which American proprietors put up their preparations is acknowledged to be superior to that of other manufacturers and the local manufacturers of proprietary remedies in the South American countries would be only too happy to secure American made bottles, labels and cartons for use with their own preparations.

A very interesting story came to hand some time since from Cuba to the effect that a local druggist in Havana was doing an enormous business in the sale of home made "Listerine," he having copyrighted that name in Cuba. This kind of enterprise is quite apt to grow unless American proprietors protect their interests in Spanish American countries by registering their trade-marks in those countries even though they do not at present seek trade there. The growing intimacy of trade relations between the United States and the South American Republics will open up a field which, with a little cultivation, may become very profitable, and unless the American proprietors safeguard their rights in those countries they may find at some future day that they have sacrificed a very valuable field in failing to do so.

GOVERNMENT AID FOR ORIGINAL RESEARCH.

WE hear much of the tax levied upon the drug trade of the United States by the manufacturing chemists of Europe, and many protests both in the shape of personal utterances and of resolutions—that ready cure for all the ills of business to which the retail druggist is so prone to resort. We doubt, however, if the druggists who suffer and complain appreciate, as they might, the circumstances which have brought about this condition of paying tribute to foreign manufacturers. While the manner in which this tribute is collected is frequently open to serious and valid objection, the pharmacist must bear in mind that back of every successful venture in the field of synthetic chemicals, there are years of unremitting and highly skilled research. In our desire for immediate returns, we have paid so little attention to original research that we have naturally fallen behind in the race for precedence in the world of chemistry. Germany, on the other hand, has richly endowed her chemical laboratories and has kept a large number of highly skilled scientists engaged in lines of original research which offer little or no hope for immediate commercial returns, but the immense mass of information of high scientific value which has been thus accumulated has furnished a rich storehouse for the commercial chemist, while the investigators trained at the universities, through the liberality of government, have found in the chemical factories a remunerative field for the utilization of their special skill and training. The liberality of the government has, therefore, been of two-fold benefit, giving in the first place an opportunity for absolutely independent original research on purely scientific lines, and furnishing in the second place a large body of highly skilled and well trained chemists to supply the demand for members of the staff of the chemical manufacturer.

The United States Government seems to have at last awakened to the necessity of giving some encouragement to scientists desirous of carrying on original research, and at the last session of Congress a sum of money was appropriated to enable the Secretary of Agriculture to pay for the services of young men to carry on original work for the Government either in the Agricultural Department itself, or in some of the experiment stations. As hopeful as this may sound, the regulations as announced by the United States Civil Service Commission which was charged with the formulation of regulations governing the appointment of "Scientific Aids," as they are termed, bring the whole project into ridicule. We print below an extract from these regulations:

The United States Civil Service Commission announces that it desires to establish an eligible register for the position of scientific aid, Department of Agriculture. The examination will consist of the subjects mentioned below, which will be valued as follows: College course, with bachelor's degree, 50; post-graduate course and special qualifications, 25, and thesis or other literature, 25.

Applicants will be limited to graduates of colleges receiving the benefits of grants of land or money from the United States.

Each applicant must file with United States Civil Service Commission, Washington, D. C., a properly certified statement as to the length of time spent in college, the studies pursued, the standing in these studies, the special work it is desired to take up, and the special qualifications for such work, and, finally, a thesis upon such special scientific subject as the applicant may select, or, in lieu of this, any literature on scientific subjects published over his own signature.

On reading over these qualifications one would naturally be quite hopeful of the results which might be accomplished by a body of capable young men answering these requirements, but when we read further and find the salary to be paid to the young scientists shall not exceed \$40 per month, and that the term of service of each scientific aid is limited to two years, we realize that the Civil Service Commission has in these limitations effectually nullified the benefit which might be derived from a proper expenditure of the sum at the disposal of the Department of Agriculture for the appointment of scientific aids. It is absolutely absurd to suppose that any man who has received a collegiate education and taken a post-graduate course of two years could be expected to serve for so paltry a salary as that prescribed by the Commission, a salary which is probably the lowest of any upon the list of Government employees. The very porters and watchmen, the women who scrub the floors of the Departments, receive even more liberal compensation than is here offered to young men who have spent their means and many years of arduous mental effort in completing their education. The time limitation, too, is a most egregious blunder, for if we should find a young scientist who for love of study is willing to accept the miserable pittance offered by the Government, he would find himself turned adrift at the end of two years, probably in the midst of a line of work which if completed might be of incalculable value without any possible hope of Government aid in finishing his task. If we cannot more closely emulate the example set us by European governments in the subsidizing of original research, we can never hope to free ourselves from the tribute which we now pay to the knowledge of European chemists through the medium of chemical patents.

THE MACLAGAN TEST.

IT will be recalled by our readers that when announcing in these columns the simultaneous discovery by Dr. Schaefer, of this city, and Mr. Guenther, of Berlin, of a new alkaloid in coca, together with the formulation of a new cocaine test by Dr. Schaefer, we took occasion to commend the MacLagan test as still the most satisfactory test for cocaine yet devised.

This contention on our part is admirably upheld by the results of work upon a large scale carried out by Messrs. Boehringer & Soehne, which are reported in full on another page of this issue. The Messrs. Boehringer have long paid special attention to the subject of cocaine both from a commercial and a scientific point of view, and the results of their work cast serious doubt upon the accuracy of the observations of both Dr. Schaefer and Mr. Guenther regarding the presence in coca leaves of a new alkaloid having a melting point of 111° C. The subject is one of considerable importance and is of special interest at the moment in view of the approaching revision of the U. S. Pharmacopoeia. The vast scale upon which the experiments of Messrs. Boehringer & Soehne were carried out entitle the results to special consideration. It is unfortunate that Dr. Schaefer has not made a more profound study of the base isolated by him, as his observations would act as a control upon those of Mr. Guenther, and in view of the results noted by Messrs. Boehringer & Soehne, it is highly desirable that some sort of independent testimony should be adduced to confirm the observations made by Dr. Guenther and partially confirmed by the paper of Dr. Schaefer, which are now totally negated by the results given by Messrs. Boehringer.

Every Copy Worth a Year's Subscription.

I have been a subscriber for The American Druggist and Pharmaceutical Record for the past five years, and next to my course in pharmacy nothing has aided me so greatly in success as your paper. As a clerk, it always seemed to contain the information I needed at the time, and now as a proprietor, I consider it invaluable, and I would strongly recommend every druggist and clerk in the United States to become a subscriber, for I find ideas and suggestions in every copy well worth a year's subscription. I wish you much success in the publication and will also say that there is hardly an edition but what some advertiser hears from me to his interest, so I consider it as an advertising medium or an information bureau the best paper published.

CHAS. E. TRORY.

Hudson, O., June 30, 1899.

Five dollars for an idea—see the offer under the head of Prize Essay on the next page.

Prize Essay.

Brief, bright essays on subjects of interest to pharmacists are invited for the Prize Essay Department of the "American Druggist." For every article printed, long or short, the "American Druggist" will fortnightly pay \$5.00.

A SUMMER SPECIALTY.

By C. P. C. TIMBERMAN,
Alexandria, Va.

A GENERAL disinfectant which may be sold all the year round and something by which the druggist may realize quite a neat little sum, may be prepared after the following formula:

Alum	10 ounces.
Sal soda.....	10 ounces.
Ammonium muriate.....	2 ounces.
Common salt.....	2 ounces.
Zinc chloride com.....	1 ounce.
Hydrochloric acid, q. s.	
Water, sufficient to make.....	1 gallon.

Dissolve the alum in one-half gallon boiling water, then add the sal soda, which will give a precipitate of aluminum hydrate; hydrochloric acid is then added until the precipitate of aluminum hydrate is dissolved. The other salts are then dissolved in water and added to this solution and enough water added to make the whole measure one gallon. Filter through cotton.

How to Put Up for Sale.

Put this solution up in pint bottles (amber packing bottles) and if you have any old fluid extract bottles use them,

SUMMERS' Disinfectant Solution AN ODORLESS DISINFECTANT.

DIRECTIONS.

Dilute one part with seven of water and use to disinfect towels, sheets, bedding, etc.

As preventive against disease suspend a towel or sheet saturated with the undiluted solution, and place in vessels about room; also sprinkle about house and outside premises.

PREPARED BY
C. J. W. SUMMERS,
S. W. Cor. Duke
and Alfred Sts.,
ALEXANDRIA, VA.

as this at the start will save almost enough to pay for the printing of the labels. Do not use a fancy high-priced label, but get your local printer to strike off a couple of

hundred neat ones like the one here shown.

If the druggist will be wideawake and take advantage of all opportunities offered him he can make this article quite a paying one. During a recent smallpox scare in our town we had some yellow handbills struck off and distributed these all over the city. The returns from this little advertising were surprising. We had printed in large letters on the handbills the word smallpox and then told of our Disinfectant Solution; how it could be used to prevent all epidemic diseases. When a few cases of diphtheria, scarlet fever, measles or other contagious disease break out we immediately hectograph a few written circulars and mail to everyone in the vicinity. In these letters we tell how different diseases may be kept away simply by using our disinfectant solution; we tell them that by sprinkling it about their houses, hanging up towels saturated with it and setting it about in saucers it will keep the air purified and in this manner kill all disease germs. We also explain how this solution may be used after a person has recovered from any of these different fevers, that is in disinfecting their bedding, sheets, towels, underclothes and such, simply by rinsing them with the disinfectant solution (one part in seven parts of water), and sprinkle it all about the sick room, as it will not harm or destroy any material. The returns from this advertising were greater than our anticipation.

In fact, this is a splendid preparation to keep on hand at all times, for during hot weather there is nothing better for deodorizing and disinfecting water closets, urinals, sinks, etc., and as a pint bottle can be diluted to a gallon it makes one of the cheapest disinfectants.

The cost of this preparation, label, bottle and all, will not exceed five cents per bottle, and as it can readily be retailed for fifteen or twenty cents the profit on it is quite handsome.

A Gold Medal for Dr. Mjoen.

Dr. Alfred Mjoen, our European correspondent, has obtained the gold medal offered by the Scientific Society of Christiania for the best work on "A treatise on the composition of the different kinds of Norwegian tar." The most important point in Dr. Mjoen's work is the discovery that creosote, which was formerly only obtained from beechwood tars, can be prepared direct from sawdust, so that the cost of producing it is about four times less. Dr. Mjoen is a pharmacist and was at one time in the laboratory of Schieffelin & Co., of New York. He has studied in many of the best schools of Europe.

(Written for the American Druggist.)

SODA WATER MEMORANDA.

By THOMAS WARWICK.

It is safe to say that of the many thousands of druggists, properly so-called, in the United States, there are very few if any who do not run a soda water counter in their establishment. An exceedingly small percentage of them may still keep their syrups in bottles and dispense the soda water from glass siphons, a larger number may use a simple "goose-neck" on the counter from which to draw the beverage, but by far the greater majority have a marble apparatus of some sort in which the syrups may be kept and the soda water cooled before being drawn off into the tumbler. In fact the use of marble or similar apparatus is so universal in this country that my remarks in this article will be directed almost exclusively to druggists who run such apparatus, although many of my statements will be useful even to the smaller establishments.

The Best Size for Ice.

To begin with, a question that is of much importance to dispensers is "What is the best size for the ice in the ice-box of the soda water apparatus?" To the uninitiated it would seem as though the size of the lumps of ice made no material difference, and hence it is we see many pharmacists familiar with the elementary laws of physics, and who yet put large blocks of ice into their apparatus and expect to obtain as good results with these as if the ice were chopped up small.

Now, a moment's reflection would convince these men that by the law of the conservation of energy, the ice employed for refrigerating can only impart coldness to the beverage in proportion as it absorbs heat from it—in other words, the faster the ice melts the colder will the soda water become, provided, of course, none of the coldness were wasted.

We see from this that to secure a perfectly cold soda water it is necessary that the ice should be cut up into small pieces before being put into the apparatus, as it then melts more rapidly, and the faster it melts the colder the soda water will become. The natural inference is that the smaller the particles of ice the greater will be the degree of cold obtained, and that if we shaved the ice down to a fine snow we should secure the best results possible, but in practice this is not found to be the case, as other factors step in to modify the results. Of those parties whom I have met that have given any study to the question some claimed that the ice in the ice-box should be chopped to the size of an egg, while others claimed that it could with advantage be chopped to the size of a walnut. A good limit, therefore, is a size between a walnut and an egg. If the pieces of ice are larger than this, the greatest degree of cold will not be obtained, while if smaller than this there will not only be the extra labor of shaving down the ice and a great difficulty in keeping it properly packed around the coolers, but there will be an enormous waste of ice, for while the rapid melting will produce a low degree of cold, the coldness will be transmitted mostly to the drug store instead of to the soda water, and this method of refrigerating the store is a far too expensive one when we consider the present prices of electric fans.

To Keep Syrups.

Another question which frequently perplexes the druggist is the best way of keeping his syrup. In the olden times when there were only half a dozen different flavors called for, it was an easy matter to keep them all in the apparatus, but at the present day the number of syrups is unlimited, and many pharmacies keep over fifty different flavors in stock continually. Many of these give but little trouble, such as the phosphates, the nerve foods, cinchona extracts, etc., but when we come to consider the syrups proper, and especially those made from fruit juices, the question of keeping them properly becomes most important.

In the first place let me state that it is a mistake for the average pharmacist to try to keep many different flavors. It is utterly out of the question to keep every flavor called for, and to keep a syrup for which there is not a constant demand is a mistake, as the best-made syrup becomes stale after keeping a few days and should then be thrown away. The temptation is great to sell a syrup that is slightly stale without being musty or fermented in the least, but the difference between a perfectly fresh syrup and one that has been kept a few days in the apparatus is quite marked.

The corollary to be drawn from this is that it is best to keep only a few varieties of syrup in stock, but to see that these are always first class and perfectly fresh. When a thirsty customer enters your store on a warm day he wants something that will quench his thirst, and while he may be enticed by the title to try some fancy syrup, he is far more likely to become a regular customer if you have not the flavor he calls for, but can serve him up instead something truly good and refreshing. He may think he wants some special drink, but what he really does want is a good thirst-quencher, and if you can furnish him that, he will be satisfied.

I would therefore strongly advise druggists to restrict the number of their syrups as much as possible, devoting all their attention to a few choice varieties, making each of these perfect in its way, and I can guarantee larger sales, diminished labor, less waste, and greater economy generally. One of the largest and most prosperous soda water dispensers in New York City, who sells thousands of glassfuls daily, has only half a dozen different flavors in stock, but these all of the highest degree of excellence.

Fruit Juices that Spoil Easily.

While on the subject of stale syrups it may be well to remind the reader that all fruit syrups do not become stale with equal rapidity. The fruit juices are the most difficult of all to keep perfectly fresh, especially those of orange and lemon. For these two flavors it is best to keep the fresh fruits on hand and squeeze out the juice into each tumblerful of soda water. In establishments where a large business is done it is customary to express the juice in quantities three times daily, but this practice cannot be recommended wherever possible to avoid it, as both lemon and orange juice lose some of their freshness after having been expressed for an hour, even though the bottle in which they are placed is kept tightly corked.

The other fruit juices keep much better, but even these are sometimes expressed with advantage in the presence of the

customer. I have seen strawberry, raspberry and similar juices expressed in this way, but naturally the labor and expense involved are so great that the method is out of the question for a five-cent drink. These fruit juices can only be economically prepared in large quantities, for the manufacturers have special buyers who keep sharp watch on the market, and during the busy season remain at the markets all night, for on the incredibly large orders they give the difference of half a cent a quart on the berries means a difference of hundreds of dollars to the manufacturers.

How to Use Fruit Juices.

Whenever possible the fruit juices should be used pure and without any addition or subtraction whatever. If they can be served fresh they should not be even filtered, but if they are to be kept, it is essential that they be filtered through paper pulp, as their keeping qualities are thus vastly increased. If they are to be kept for any length of time it is also necessary to add some preservative to them, and the least objectionable addition is five per cent of the best alcohol obtainable. Under no circumstances whatever should salicylic acid or similar preservatives be used.

Avoid Mystery.

One point which it is very important for the soda water dealer to bear constantly in mind is that there should be no occult or mysterious operations around the soda water counter. There everything should be perfectly above board and free from the faintest tinge of suspicion. The reason is that the public in general has but a vague idea of the processes involved in the manufacture of soda water, and the sensational attacks upon the beverage by the daily press, at odd times, have conspired to fasten a certain suspicion on the soda water counter which the druggist must quietly seek to allay. The popular ignorance on the subject would be highly amusing were it not so apt to be translated for the pharmacist into an actual loss of dollars and cents. I remember some years ago coming across an item in an English paper to the effect that an American manufacturer was actually charged with selling soda water made from MARBLE DUST and OIL OF VITRIOL!

The journal in question was charitable enough to hope the accusation would prove unfounded, but occurrences of this sort serve to show how great the public ignorance is on soda water subjects, and how careful those in the business must be to avoid the slightest cause of suspicion around the soda water counter. A salesman for a large apparatus house once told me that he had learned by experience never to try to sell a "Vis-a-Vis" apparatus, that is to say a marble soda water apparatus designed to be placed on the counter with its back toward the customer. "Such apparatus are never satisfactory," said he. "The apparatus should be so placed on the counter that the customer can see all that is going on. It keeps him patient when he sees the soda fountain boy working the knobs and wheels to draw the tumbler of soda water, while he not only gets impatient, but is apt to suspect something wrong if he sees all this dodging and fumbling done on the other side of the apparatus when he can't perceive its object. Moreover, a wise druggist will never let a customer see the inside of his apparatus, and should

even keep the portable fountains out of view."

While I cannot say I wholly agree with this salesman, as I believe, on the contrary, that the druggist in spare moments will find it profitable to give a regular customer an insight into the working of the apparatus, I must acknowledge that nervous persons, especially ladies, receive a woeful impression from the sight of a soda fountain boy stirring up the chocolate syrup with a stick, or pouring some dark-looking fluid into one of the empty syrup tanks of the apparatus. It is worth while to go to some little extra trouble to avoid all such suggestive sights.

Before closing this article I wish to add a word or two in regard to fruit juices. I have so strongly insisted on the advisability of using fresh juices that the dispenser will naturally ask how he can obtain them. Every fruit comes at some certain season and how then is it possible to obtain the fresh fruit juice throughout the entire year?

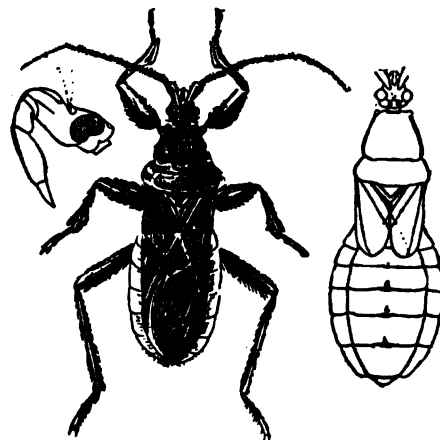
The answer to this query is most unsatisfactory, for until cold storage methods are considerably improved and cheapened there will be certain seasons in which any given fruit juice will have lost much of its freshness and aroma. The plan adopted at present in these cases is to use a larger amount of an old fruit juice in making the syrup, the increased quantity to a certain extent making up for the age and consequent lack of quality in the juice. Perhaps a better plan would be to keep each kind of fruit juice during its special season, but it is difficult to refuse to serve a standard flavor like strawberry when called for, and even a last year's fruit juice is far superior to a strawberry extract.

The Kissing Bug.

Melanolestes Picipes.

Joseph J. Zak, Ph.G., of 683 South Jefferson street, Chicago, is the first person in that city to capture a specimen of the so-called kissing bug, whose performances are at present attracting such general attention. Mr. Zak being a subscriber to *The American Druggist* has favored us with a drawing of the bug, which we reproduce herewith and with the following description:

The *Melanolestes Picipes* is about 1½



THE KISSING BUG.
(*Melanolestes Picipes.*)

inches in length with a flattened body and a very pointed and somewhat narrow head, shaped something like that of a horse and provided with two large feel-

ers. It is black in color and only bites its victims at night. It is said to feed principally on other insects, particularly the cimex lectularius or bedbug. When it attacks the human family it generally bites the exposed mucous membrane, as that of the eyelid or lips. The bite is not painful at first, but swelling quickly sets in, accompanied by great pain and itching. Mr. Zak saw one patient who was bitten three times, the first time upon the lower lip, which swelled to five times its size. When the swelling there subsided the upper lip and both cheeks began to swell, but all the symptoms disappeared within 48 hours. The same patient was bitten a few days later on the right eyelid, which swelled to such an extent that he could not open his eye at all. Still later he was bitten on the left eyelid which swelled up until it was the size of half an orange. The only relief obtainable was through the application of lead water and laudanum.

MACLAGAN'S AMMONIA TEST FOR COCAINE HYDROCHLORIDE.*

By C. F. BOEHRINGER & SOEHNE,
Manufacturing Chemists, Mannheim.

For some time past the time-tried and reliable MacLagan's test has been persistently attacked by Dr. Fr. Guenther, who positively will not admit the great value of this test, and who, in an address before the Deutsche Pharmaceutische Gesellschaft, February 2, 1899, ventures the statement that a scrupulously purified cocaine, free from all allied alkalies and exerting normal physiological effects, will not show the MacLagan reaction, while a cocaine containing even a small quantity of a new base which he has discovered with a melting point of 110° C. will stand the test.

Naturally, so positive a statement, based on the alleged discovery of this new base, aroused great interest among the friends of the MacLagan test, including ourselves, for it practically meant that all cocaine meeting the MacLagan test, which is equivalent to nearly all the cocaine commercially handled, was impure and contained small quantities of the new base discovered by Guenther.

On closer consideration of Guenther's statements, it appeared primarily strange that so very small an admixture of the new base should have so surprisingly great an effect on the reaction which is the basis of the MacLagan test. This point, particularly when taken into connection with our defense of the MacLagan test heretofore, prompted us to endeavor to verify Guenther's statement, and above all to find the new base discovered by him.

We endeavored to solve the problem by (I.) Working up a large lot of leaves, independent of our regular manufacture, and searching for the new base by

- (a) testing the crude cocaine obtained from a part of the leaves for the presence of ethyl-alcohol residue,
- (b) testing the cocaine hydrochloride produced from the crude cocaine by recrystallization and partial neutralization (according to Guenther's method), for the presence of Guenther's base, and also
- (c) testing the mother liquors left

from the process of manufacturing cocaine hydrochloride.

We were unable to find, either in the crude cocaine or in the cocaine hydrochloride, any trace of a base of a higher melting point than pure cocaine, but we did find a very small amount of a base with a melting point of 104° to 106° in the mother liquors. We were also unable to prove the presence of an ethyl-alcohol residue.

Not satisfied with this we continued by (II.) Testing the mother liquor of the synthetic process of cocaine manufacture for Guenther's base, although Guenther—because existing patents prevented him from making cocaine synthetically—could not have stumbled on his new base by this method. In these liquors we found a base with a melting point above that of cocaethylin, but as our investigation of this substance is not complete, we will refer to it later.

Furthermore, we (III.) Tested commercial cocaine (as described above under Ib), and the result was likewise negative.

Then we produced (IV.) A chemically pure cocaine hydrochloride from benzoylcegonin and dealcoholized methyl-alcohol, and found that, contrary to Guenther's presumptions, it stood the MacLagan test, showing a specially fine crystalline separation.

Experiments.

I.—TESTING COCA LEAVES FOR A BASE OF 110 DEG. C. MELTING POINT.

Four thousand kilos of coca leaves were worked into crude cocaine, separately from our regular manufacture. The crude cocaine and the resulting hydrochloride of cocaine, as well as the liquors, were tested for the new base.

Ia. From the crude cocaine we obtained 100 Gm. by heating with water in a reflux condenser. This separated alcohol was evaporated, and the distillate tested for ethyl-alcohol, by adding caustic potash, heating to 50° C. and then adding a solution of iodine in potassium iodide. No iodoform reaction was observed. A slight reddish-brown sediment ensued, but this disappeared after a few hours. No odor of iodoform could be noted, but the liquid had an unpleasant "plant-base" odor. We further convinced ourselves that iodoform will separate in a solution in which ethyl alcohol in 1 to 3,500 dilution is present, if sufficient caustic potash (up to about 10 per cent of the solution) and about 1 per cent iodine are added and the solution is heated to 50° C. before adding the iodine. The iodoform thus produced remained intact for days.

Ib. From the crude cocaine we produced 15 kilos of cocaine hydrochloride standing the MacLagan test, and of the purity and quality as currently sold, and examined 100 Gm. of same in the following manner:

One hundred grams of the base from this cocaine hydrochloride were partially neutralized; the resultant hydrochloride (a) was similarly treated three times progressively, yielding crystallization B, C, and D. The fourth product (D) responded perfectly to the MacLagan test, showing the characteristic crystalline separation. The first mother liquor (a) of the hydrochloride (A) was again three times partially neutralized; by this process we obtained liquors (b) and (c) and a fourth (d). The alkaloid obtained from this liquor recrystallized from petroleum ether, had a melting point of 98° C.

Ic. In all the different parcels of co-

caine alkaloid mentioned under Ib as produced from the 15 kilos of cocaine hydrochloride, no base of a higher melting point than 98° C. was found. Only in the last mother liquors we established the following:

The total amount of these mother liquors (2 kilos) was tested in the form of the base, which was dissolved in alcohol, and partially (about 70 to 80 per cent) neutralized with alcoholic hydrochloric acid. On addition of ether the cocaine hydrochloride separated out. The alkaloid still present in this ether-alcohol liquor was similarly treated twice more.

The base thus obtained from the last liquor amounted to about 50 grammes. This was purified in alcoholic solution by neutralizing with alcoholic hydrochloric acid, and then crystallized. The greater part crystallized, and the base showed a melting point of 97° to 98° C. The base isolated from the remaining liquor—(about 10 Gm.)—was thrice recrystallized from petroleum ether, yielding a remnant of only 2.5 Gm., and this showed a melting point of 104° to 106° C.

From this exhibit the amount of a base having 104° to 106° C. obtainable from 4,000 kilos coca leaves may be estimated at 0.00006 per cent.

II.—TESTING THE MOTHER LIQUOR LEFT IN THE SYNTHETIC PRODUCTION OF COCAINE.

We purified some 100 Gm. of this mother liquor in form of the base, by repeated neutralization in alcoholic solution with alcoholic hydrochloric acid, and secured—after careful purification with petroleum ether and by final recrystallization from alcohol—a product with a melting point of 109.5° to 110° C. (corrected).

We will postpone until some later date our report on the properties of this base, the melting point of which is slightly above that of cocaethylin (M. P. 107° to 108° C.) produced from an alcohol free of amyl-alcohol.

III.—EXAMINATION OF OUR REGULAR COCAINE STOCK.

We took 18 kilos at random from our regular stock of cocaine, which fully met the requirements of the MacLagan test, tested the same by the method described under Ib, and again obtained both a cocaine hydrochloride (D) in relation to the MacLagan test superior to the final product, and the last alkaloid of the fourth portion of the mother liquor (d) which melted at 98° C. (uncorrected).

IV.—THE MACLAGAN TEST WITH SYNTHETIC COCAINE.

IV. To definitely determine whether or not a chemically pure muriate of cocaine will stand the MacLagan test, with a crystalline separation, we now employed—according to Guenther's suggestion—a chemically pure methyl-alcohol, carefully produced from oxalic-acid-methyl-ester for the methylation of benzoylcegonin.

Dried oxalic acid was methylated with five times its volume of commercial methyl-alcohol, and the greater part of the latter then distilled off. Only about one-half of the resultant ester was then purposely allowed to crystallize, in order that the mother liquor might remove the greater part of the liquid ethyl-ester. The well crystallized ester was then four times fractionated, taking away about 15 per cent each time, and leaving about 15 per cent in the beaker. From 2 kilos of the crystallized ester we thus obtained 500 Gm. ester after the fractionation, which boiled at 163° to 164° C. (Uncorrected.)

*Translated from the "Pharmaceutische Centralhalle," 1899, No. 26.

This ester was split up with caustic potash, the distilled methyl-alcohol strengthened by fractional distillation, and by means of the methyl-alcohol so obtained benzoylcegonin (M. P. 195° C. and purified by repeated crystallization from water) was methylated.

Thus we obtained a coca base, the hydrochloride of which is an ammonia solution, 0.1 to 100, responded to the MacLagan test within $\frac{1}{2}$ to 1 minute, showing the usual crystalline separation perfectly. The melting point of this base was 97 $\frac{1}{4}$ ° C. (uncorrected).

Conclusions.

The result of our experiments with 4,000 kilos coca leaves shows that a base of 111° C. melting point could not be found. Even Guenther will have to admit that the exceedingly small amount of a base having a melting point of 104° to 106° C. (whether containing cocaethylin or a base of 111° C. melting point) is not capable of influencing the MacLagan test on 15 kilos of muriate cocaine (as mentioned under Ib).

Having now controlled our process of manufacture in the manner above set forth, it is incomprehensible to us how Guenther could obtain such large quantities of a base of 105° to 111° C. melting point in so short a time. Guenther claimed, for instance, that he obtained 20 kilos of this base within 10 weeks. We doubt that we could produce a base of such high melting point by the kilo even in the course of a whole year.

In view of the experiments here related, we pronounce the claim, that only the presence of a base of 111° C., M. P., or of cocathylin, makes the MacLagan test possible, as wholly erroneous; in other words, we consider the proof positive that a pure cocaine will respond perfectly to this test. It, therefore, seems an urgent necessity, in the interest of consumers, that the MacLagan test be officially maintained, as it is the readiest agent for the easy detection of the toxic isatropyl-cocaine.

In conclusion we again emphasize our suggestion (as published in the "Pharmaceutische Centralhalle," 1898, 99, No. 9, page 143), that a solution of 0.1 to 85 is the correct proportion, because a greater dilution (0.1 to 100), such as Guenther prefers to employ, delays the crystalline separation even in a pure cocaine, and thus gives rise to false conclusions.

To Prepare Tincture of Myrrh.

Franz Musset (Pharm. Central, XL., No 26) proposes the following process: The gum is passed through a No. 3 sieve and then macerated with the required quantity of alcohol for from 4 to 5 days. The supernatant tincture is then poured off until a very small quantity is left above the solid residue. This is then thrown into a mortar, allowed to settle for a few minutes, the supernatant liquid poured off and added to that already decanted, and the residue triturated to a smooth paste, adding from time to time some of the decanted liquid and pouring back into the decanted liquid until the entire mass is thus washed out of the mortar. The work is very easily and quickly carried out, requiring only a few minutes. The whole is then allowed to stand for a few days and filtered. For the preparation of larger quantities a paint mill would prove serviceable.

Selected Pharmaceutical Formulas.

FROM ALL SOURCES.

Summer Specialties.

[Continued.]

BICYCLE CEMENT.

I.

For wheels tired with rubber tubing the following cement answers every purpose. Leather tiring is, however, best repaired with the following:

Carbon disulphide.....10 parts.
Oil of turpentine.....1 part.
Gutta-percha, cut in small pieces.Sufficient.

II.

Gutta-percha 1 oz. av.
Caoutchouc 2 ozs. av.
Venice turpentine..... 1 oz. av.
Carbon bisulphide..... 8 fl. ozs.

Dissolve the gutta-percha and caoutchouc in the carbon bisulphide and add the Venice turpentine.

III.

Isinglass $\frac{1}{2}$ oz. av.
Gutta-percha 1 oz. av.
Caoutchouc 2 ozs. av.
Carbon bisulphide..... 8 fl. ozs.

IV.

Fish glue..... Parts.
Gutta-percha 1
India rubber 2
Bisulphide of carbon.....32

V.

A good thick shellac varnish with which a small amount of castor oil has been mixed will be found a very excellent bicycle rim cement. The formula recommended is as follows:

Shellac 1 lb.
Alcohol 1 pt.

Mix and dissolve, and add one-half ounce of castor oil. The castor oil prevents it from becoming hard and brittle.

VI.

Frank Edel gives the following as the best he knows for this preparation:

Shellac 1 lb.
Alcohol 1 pt.
Dissolve and add castor oil..... $\frac{1}{2}$ oz.

TIRE CEMENT CONTAINING NO CARBON BISULPHIDE.

I.

(a) Caoutchouc, fine shreds..... 1 oz.
Chloroform20 ozs.
(b) Caoutchouc, fine shreds..... 1 oz.
Resin 3 drs.
Venice turpentine.....90 grs.
Oil turpentine..... 2 fl. ozs.

For the solution b, the rubber is shaved into small pieces and melted with the resin; the Venice turpentine is then added, and all is dissolved in the oil of turpentine. The two solutions, a and b, are then mixed.

II.

India rubber.....15 grs.
Chloroform 2 fl. ozs.
Mastic $\frac{1}{4}$ oz.

Mix the India rubber and chloroform together, and when dissolved, the mastic is added in powder. It is then allowed to stand for a week or two before using.

BICYCLE PAINT (GLOSSY BLACK).

I.

Amber 8 ozs. av.
Linseed oil..... 4 fl. ozs.
Asphaltum $\frac{1}{2}$ oz. av.
Resin $\frac{1}{2}$ ozs. av.
Oil of turpentine..... 8 fl. ozs.

Heat the linseed oil to boiling point, add the amber, asphaltum and resin, and

when all melted remove the heat and gradually add the turpentine.

II.

Oil tar..... 4 ozs.
Asphaltum 1 oz.
Resin, powdered..... 1 oz.

Mix and dissolve with the aid of heat, care being taken to prevent contact with the flame.

LUBRICATING OIL FOR BICYCLES.

A large part of the oils sold for lubricating bicycles are purified petroleum oils of this character. Sperm oil as prepared for sewing machines and other light machinery is also used. Some time ago the "Chemist and Druggist" published this formula under the title

CYCLISTS' UNIVERSAL OIL.

Camphorated oil..... 1 oz.
Sperm oil..... 3 ozs.
Vaseline oil..... 4 ozs.

It is claimed to be an oil for lamps or lubricating.

LUBRICANT FOR BICYCLE CHAIN.

To properly lubricate a bicycle chain there are many recipes given. Most of them recommend graphite in some form. A very good recipe is to thoroughly oil the chain by allowing it to lie for fifteen or twenty minutes in any good paraffine oil, and then wiping off the excess of oil. In this way the chain is thoroughly lubricated in every part.

BICYCLE OIL FOR LUBRICATING.

Castor oil.
Kerosene, equal parts.

BICYCLE OIL FOR BURNING.

Lard oil,
Kerosene, equal parts.
Or,
Camphorated oil,
Kerosene, equal parts.

POLISH FOR TAN SHOES.

I.

Petrolatum Parts.
Yellow wax12

II.

Palm oil 1
Common soap..... 3
Oleic acid 1

III.

Oil turpentine 6
Yellow wax 9
Common soap 2
Boiling water 3

IV.

Palm oil 2 ozs.
Common soap 6 ozs.
Oleic acid 4 ozs.
Glycerin 1 fl. oz.
Tannic acid 1 dr.

Melt the soap and palm oil with a very gentle heat.

V.

Soft soap Parts.
Linseed oil 2
Annatto solution (in oil)..... 3
Beeswax 8
Turpentine 8
Water 8

Dissolve the soap in the water, and add the annatto; melt the wax in the oil and turpentine, and gradually stir in the soap solution, stirring until cold.

FRECKLE BANISHER.

Chloride of ammonium..... 1 oz.
Hydrochloric acid, c. p..... 1 oz.
Glycerin 4 ozs.
Elder flower water, sufficient to make $\frac{1}{2}$ gal.

Mix and filter.

FRECKLE LOTION.

I.

Mercuric chloride	1 gm.
Ammonium chloride	4 gms.
Alcohol	30 cc.
Rose water	60 cc.

II.

Potassium carbonate	12 gms.
Sodium chloride	8 gms.
Orange-flower water	60 cc.
Rose water	240 cc.

III.

Borax	4 gms.
Potassium chlorate	2 gms.
Glycerin	8 cc.
Alcohol	4 cc.
Rose water, to make	90 cc.

Apply with a wet sponge several times a day.

SUNBURN LOTION.

Zinc sulphocarbonate	Parts.
Glycerin	1
Rose water	20
Alcohol	70
Cologne water	8
Spirit camphor	1

This mixture may be colored green by adding a small quantity of aqueous chlorophyll solution, or by a judicious mixture of some yellow color, such as turmeric or saffron tincture, with a blue, such as soluble Prussian blue, aniline blue, indigo solution.

SUNBURN REMEDIES.

I.

Borax	Parts.
Potassium chlorate	4
Glycerin	2
Alcohol	10
Rose water to make	90

II.

Citric acid	2 drs.
Ferrous sulphate (cryst)	18 grs.
Camphor	2 grs.
Elder-flower water	3 fl. ozs.

MOSQUITO OIL.

Oil eucalyptus	1 oz.
Oil pennyroyal	1 oz.
Sweet oil	6 ozs.

Mix and anoint the hands and the face.

MOSQUITOES AND FLIES.

I.

Oil patchouli	Parts.
Oil cinnamon	0.015
Oil sandal wood	0.015
Alcohol	100.0

II.

Sodium borosalicylate	Parts.
Decoction quassia	1
	50

III.

Carbolic acid, liquefied	Parts.
Oil pennyroyal	1
Spirit camphor	2
Oil tar	2
Glycerin	4
Lard oil	4

The above is known as "mosquito oil" and is largely used to keep flies and mosquitoes off horses and cattle.

MOSQUITO POWDER.

Naphthalin	1 av. oz.
Talcum	2 av. ozs.
Starch	16 av. ozs.
Oil pennyroyal	2 fl. drs.

Mix. Reduce to fine powder. Rub the powder into the exposed parts of the body.

When oil of pennyroyal is called for as a remedy for mosquitoes, give the following mixture and label it "Essence of Pennyroyal for External Use."

Oil of pennyroyal	1 fl. dr.
Castor oil	3 fl. drs.
Alcohol	12 fl. drs.

(To be continued.)

Pharmaceutical Progress.

New Remedies—Improved Processes—Modern Inventions—Wrinkles in Dispensing—Tests and Reactions.

To Remove Hypo.—The "British and Colonial Druggist" recommends that after washing the negative in the usual manner, it be plunged into a 2½ per cent solution of a 20 volume solution of hydrogen peroxide, and again washed.

Caseon is a yellowish amorphous powder consisting of the albumenoid substances contained in cow's milk. It is quite odorless and tasteless, both in the wet and the dry condition. It is strongly recommended (Ap. Zeit.) as a nutrient wherever the administration of albumen is indicated.

To Remove Ear Wax.—Ricci has recommended that a few drops of hydrogen peroxide be introduced into the outer ear and preferably dropped directly upon the wax which is the source of trouble. After allowing this to remain in contact with the wax for a short time the ear should be washed out with warm water.

Delicate Reaction for Tannin.—Gold salts are reduced by the barest trace of tannin, giving rise, in very dilute solutions, to a red color. So delicate is the reaction that after standing for about thirty minutes it will indicate the presence of tannin in red wine when diluted so that its color is not visible.—"Pharm. Central," No. 40, 75, through "Pharm. Jour."

Sterilization of Water by Ozone.—Marmier & Abraham (Compt. rend. 128, 1034) have made a trial of the use of ozone for the sterilization of drinking water on a large scale for the city of Lille. The results were completely satisfactory so far as the potability of the water is concerned, it having been proven that the only bacillus not destroyed was the bacillus subtilis, which is entirely harmless, and which, by the way, is not killed by a temperature of 110° C.

In the Preparation of Suppositories Brown (Pharm. Jour., 1899, 565) recommends the use of gum arabic and water instead of oil as an addition to the cocoa butter. The grated cacao butter is mixed with about 5 centigrams of powdered acacia for each suppository, and the necessary medicament either dry or dissolved in a small amount of water added to the mass, which is then rolled out and worked into shape in the usual manner by hand. If the medicament is added in the dry shape, a small quantity of water should be added before rolling out the mass.

Frangula Preparations.—Dr. E. Aweng has observed (Apoth. Zeit., 1898, 180) that the primary glucosides of frangula bark are most easily extracted by means of cold water. He recommends that the powdered bark be moistened with water, heated for one hour on a water bath, and after cooling percolated with water. The percolate is then concentrated by evaporation on a water bath,

a small quantity of calcium or magnesium carbonate being added and finally 50 per cent to 60 per cent of glycerin added as a preservative. Dieterich, however, has shown that this preparation is unstable and recommends the substitution of 20 per cent of alcohol for the glycerin. Dieterich is of the opinion (Pharm. Central., 1899, 323) that the dose of this drug usually given is inadequate. He has himself taken as high as 7 Gm. of the dried primary glucoside without observing any untoward action.

A New Reaction for Salicylic Acid.

L. van Itallie (Apoth. Zeit., XIV., No. 51) calls attention to the fact that nitrous ether and also nitrous acid may be used as a reagent for salicylic acid and its salts. The color produced is a reddish brown and makes its appearance very slowly in the cold, but more rapidly when heated. With a 1 per cent solution of sodium salicylate, the following reaction is observed: When a dilute aqueous solution of potassium nitrite containing a few drops of diluted sulphuric acid is added, and the mixture is heated to boiling a yellow coloration takes place in the liquid which turns rapidly brown and finally to a reddish brown. Upon the addition of potassa solution the liquid turns to a dark reddish brown and is decolorized upon boiling with the further addition of zinc dust. This decolorized liquid assumes a beautiful green color upon the addition of a few drops of solution of sodium hypochlorite. Upon adding an excess of acid to this green solution, it turns red. The intensity of color produced depends upon the degree of concentration of this solution.

Gawalowski's Gravimetroscope.

—A. Gawalowski has invented an instrument for use in weighing in chemical work where a sensitiveness of one-half a centigram is sufficient, though it is possible that the apparatus may be so constructed as to be even more delicate. The apparatus consists of a cylindrical vessel in which the water or any desired liquid may be placed. In this is floated a pear-shaped aerometer supporting, on a graduated spindle, a scale pan. This spindle, which is graduated from zero, where it floats when unloaded at a temperature of 18° C., downward for 15 graduations and upward to as many as may be required for the work in hand. Each graduation represents half a centigram of weight. Before using the instrument an observation is made as to the point at which it floats. If the temperature happens to be above 18° it will sink a few points. If it is below 18° it will rise a few points on account of the increased density of the water. The difference between the points at which the aerometer floats and zero should be subtracted or added as the case may be to the figure noted when the article under examination is placed upon the scale pan.

Casein Cod Liver Oil Emulsion.—E. Leger (Jour. de Chim. et de Pharm., 1899, 572) recommends the following process for the preparation of casein emulsion. Add 30 Gm. of ammonia solution to 1 litre of milk at a temperature of 40° to 50° C., pour the mixture into a separatory funnel and allow to stand for twenty-four hours at a temperature of 18° to 20° C. Then draw off the liquid at the bottom, warm to 40° to 50° C., and separate the casein from it by the addition of acetic acid. Wash with lukewarm water, allow to settle, collect upon a cloth and express the surplus moisture. Add this to a mixture of 100 Cc. of cherry laurel water, 50 Cc. of distilled water and 5 Gm. of sodium bicarbonate, when the casein will first swell up and then dissolve. Strain the solution into a flask of 2 litres capacity and gradually add 500 Cc. of cod liver oil, agitating after each addition. In this manner a perfect emulsion will readily be formed. When all the oil is added, add 250 parts of simple syrup and a sufficient quantity of water to bring the whole up to 1 litre. The cherry laurel water acts both as a flavoring medium and as a preservative, but where creosote is to be added to the emulsion plain distilled water may be substituted for it.

SPIRIT OF NITROUS ETHER.*

By JOSEPH FEIL, PH.G.,
Cleveland, O.

The presiding genius of the 1890 U. S. Pharmacopoeia seems to have been C. P., for the criterion of every substance appears not to have been how can it be made more effectual therapeutically, but rather how near to chemical purity can it be made and still find use at the necessarily enhanced value, until in many instances it is an open question as to the therapeutic value of the drug under discussion, and in many other cases the purity demanded is not obtainable by the ordinary manufacturing processes.

Spirit of nitrous ether is a conspicuous example of this advanced modern treatment of valuable medicaments. Some eminent authorities, Dr. Squibb among them, express positive convictions that not a single particle of evidence has been shown to prove that the article now official, certainly somewhat different in chemical composition, is possessed of the same medicinal value as the substance formerly known under the same name. However, we are more concerned at present with the process of its production than with its therapeutic value.

The process of manufacture laid down in the present Pharmacopoeia is magnificently perfect if the object is to produce an absolutely pure chemical, but, if measured by cost of manufacture and production, in the average, or even high class, pharmacy it is a positive failure and impracticable. It is far worse, for if the even fairly skilled graduate of pharmacy were to attempt its manufacture in the quantity directed, the chances of a dangerous explosion are highly favorable.

When the diluted sulphuric acid is poured into the funnel as directed it is practically impossible to avoid some "back action" and consequent loss of ethyl nitrite, besides the reaction is violent enough at certain stages to render

cautious an experienced organic chemist.

Another important point is the yield. In the hands of students who had nearly three years' (partial-time attendance) practice in chemical and pharmaceutical laboratories the yield is about thirty (30) per cent of the theoretical requirement. As I found no druggist who has attempted its manufacture, I do not know the actual result of drug store experience; that is, of those who are supposed to use the process, but the results could be readily and positively foretold.

To remedy the defects of the U. S. P. process several chemists have proposed to use a so-called "cold" method, or rather one not involving the use of heat. Conspicuous among these are the processes devised by Dunstan and Dymond about ten years ago, and one quite similar published about a year ago by Prof. Wilbur H. Scoville.

In these the sodium nitrite is dissolved in water, mixed with some alcohol placed in a flask surrounded by a freezing mixture and then the diluted sulphuric acid is allowed to slowly trickle into the mixture; the resulting ethyl nitrite is then properly purified. The idea seems good, but using plenty of ice and rock salt, closing the flask with a good one-hole rubber stopper and placing the end of the burette, containing the acid, in the hole, regulating the flow of acid with care, I found after six trials that the yield averaged only about forty (40) per cent of the theoretical amount.

Prof. Scoville claims a yield of sixty-five (65) per cent in his best experiments. The fact that this method does not yield the theoretical quantity in experienced hands and requires fully as much time and care as the official process is sufficient to show its weak points. On the whole it is no improvement on the present U. S. P. method.

The same essential difficulty exists in all the methods so far proposed, namely: the attempt to have the pharmacist prepare a pure ethyl nitrite, a highly volatile and inflammable substance requiring great skill in organic chemical manipulations to successfully prepare; hence all processes for the pharmacist on this line must fail. If, however, it is necessary to have a process for the preparation of this galenical it must be in the direction of former pharmacopoeial methods; that is, the distillation or preparation of a solution of ethyl nitrite in alcohol.

Recently an English pharmacist (American Druggist, May 10, 1899,) proposed a method without use of heat or distillation in the direction just mentioned, which he claims gave good results, but this process is utterly impracticable for retail pharmacists on account of the time and testing involved.

He dissolves (or rather tries to) the sodium nitrite in half the alcohol required and the sulphuric acid in the other half, cools, mixes, then shaking twice a day until the action ceases, testing daily until the required strength has been attained.

I found, using sodium nitrite in small sticks, that after four weeks the preparation when examined by the U. S. P. gasometric assay process showed only about one-tenth (1-10) the official strength; at this rate it would take ten (10) months to prepare it!

I have recently experimented with another method which I believe will in a measure obviate some of the ordinary difficulties in the preparation of this valu-

able substance on a scale practical in a well-equipped pharmacy.

The experiments are by no means complete and I expect to devote considerable time to the work this summer and again report results at the meeting of the A. Ph. A. in September.

A New Process.

The process as far as developed is as follows: The sodium nitrite is placed in a mixture of the sulphuric acid and alcohol, which need not be cooled. The flask containing the materials is connected with an upright condenser and heated directly or better on a water bath not above 140° F. until the action is complete. In one experiment I obtained a three (3) per cent solution of ethyl nitrite in 45 minutes. I believe I shall be able to so elaborate this process that the disappearance of acid action on litmus by the mixture will show the end reaction and that merely pouring off from the sodium sulphate formed will be all the purification needed. As there is no waste here the cost will be the minimum. A number of modifications of various kinds have suggested themselves and when carried out I believe the process can be made an eminently practical and feasible one.

As spirit of ethyl nitrite decomposes readily a rapid method adapted to the ordinary pharmaceutical laboratory seems very desirable.

Incendiary Microbes.

The cause of the so-called spontaneous outbreaks of fire in stacks remained for ages a sealed mystery. It has remained for the bacteriologist to unravel the cause of these conflagrations. M. Jean de Leverdo, in an article on the subject in "La Nature," recalls the fact that such combustions, as is well known to farmers, occur most frequently in stacks of insufficiently dried materials. In the presence of moisture the bacteria present in the fodder grow with marvelous rapidity. This growth is accompanied by the generation of heat. At the same time fermentation processes are set up, which transform the material into carbonaceous matter, porous and very light. But the chemical processes are also attended by the liberation of heat, consequently a temperature may be reached which has been estimated at 300°. Owing to the insufficiency of oxygen in the middle of a stack the material consumes without flame, but should a sudden access of oxygen be permitted, oxidation proceeds with greatly accelerated rapidity, the temperature rapidly increases, and the supply of oxygen being sufficient, the whole superheated, highly-combustible mass suddenly bursts into flame. M. de Leverdo states that in order to guard against such a result M. Benesch, an Austrian agriculturist, has invented a long iron prong, with which small quantities of the material in the centre of the stack can be brought to the surface and then examined, and at the same time the temperature of the interior be roughly estimated by touching the prong after leaving it in the centre of the mass for ten minutes.—British and Colonial Druggist.

Since the trade in spices and condiments has been drifting away from the druggist to the grocer, adulteration has been constantly increasing.

*Read at the recent meeting of the Ohio Pharmaceutical Association and communicated by the author.

Queries and Answers.

We shall be glad, in this department, to respond to calls for information bearing on pharmacy or any of its allied topics, and cordially invite our friends to make use of this column.

The name and address of the inquirer must accompany the communication, not for publication, but to assure attention, as we make it a rule to pay no regard to anonymous correspondence.

We have perfected arrangements to have legal queries answered by competent authority and invite our readers to avail themselves of this advice free of charge.

Syrup of Wild Cherry and Ammonium Carbonate.—S. informs us that on compounding the following, the mixture turned a rich dark blue:

Ammoni. chlor.....	2 drms.
Ammon. carb.....	40 grs.
Syrup ipecac.....	5 drms.
Syrup scillae.....	3 drms.
Syrup prun. virg., q. s. ft.....	4 fl. ozs.

On allowing to stand for a day a cloudy precipitate was thrown down and at the same time a scum rose to the surface. After two days the whole of the separated matter had settled to the bottom leaving the supernatant liquid clear and practically colorless.

This observation is of much interest, but though we have experimented with several different lots of wild cherry syrup, we fail to get anything more than a deepening of the bluish fluorescence which is so frequently found in syrup of wild cherry. The precipitation observed by our correspondent takes place whenever any alkali is added to this syrup. We would like to hear from our readers upon this subject, as the pronounced blue color has, so far as we can recall, not been previously reported.

Cheap Baking Powder.—S. C. C. writes for a formula for a cheap baking powder. This subject was gone into very fully by the Department of Agriculture, which made an exhaustive report on it some years since. The cheapest form is the powder containing alum. The most expensive, but at the same time the one which has the greatest popular vogue, depends for its efficacy upon a mixture of tartaric acid and sodium bicarbonate. The powder which has the widest use among bakers is probably that in which an acid phosphate of lime is used. We append formulas for each of the three different kinds:

TARTRATE BAKING POWDER.

	Parts.
Sodium bicarbonate	16
Potassium bitartrate	46
Starch, a sufficient quantity to make.....	100

This powder contains about 7 per cent of carbonic acid gas.

	Parts.
Sodium bicarbonate	20
Potassium bitartrate	55
Starch, a sufficient quantity to make.....	100

This powder contains 10 per cent of available carbonic acid gas.

PHOSPHATE BAKING POWDER.

	Parts.
Sodium bicarbonate	25
Acid phosphate of lime, anhydrous.....	37
Starch, a sufficient quantity to make.....	100

This powder contains about 12 per cent of available carbonic acid gas.

ALUM BAKING POWDER.

	Parts.
Sodium bicarbonate	18
Ammonia alum, anhydrous.....	15
Starch, a sufficient quantity to make.....	100

This powder contains about 8 per cent of carbon dioxide.

The following recipes for baking powders were suggested by Dr. George F. Payne, with the cost of making them. These figures are based on the tartaric acid selling by the ton at 25 cents a pound, cream of tartar at 22½ cents a pound, acid phosphate of lime at 7½ cents, dried alum at 4½ cents, starch at 2½ cents and bicarbonate of soda at 3½ cents. That these powders should keep well each ingredient should be first thoroughly dried by a gentle heat, and they should be kept securely closed in dry fruit jars, corked bottle or sealed cans:

I.	Pounds.
Tartaric acid	1
Bicarbonate of soda.....	1
Starch (powdered)	½
Costs about 11½ cents a pound.	

II.	Pounds.
Cream of Tartar.....	2
Bicarbonate of soda.....	1
Starch (powdered)	½
Costs about 13 1-3 cents a pound.	

III.	Pounds.
Acid phosphate of lime.....	1½
Bicarbonate of soda.....	1½
Starch (powdered)	1¼
Costs about 4½ cents a pound.	

IV.	Pounds.
Acid phosphate of lime.....	2
Dried ammonia alum.....	2
Bicarbonate of soda.....	3
Starch (powdered)	5
Costs about 4 cents a pound.	

V.	Pounds.
Dried ammonia alum.....	1
Bicarbonate of soda.....	1
Starch (powdered)	1
Costs about 3½ cents a pound.	

To the above cost should be added the cost of the containers and the time consumed in doing the work.

The ingredients, all finely powdered, should be first sifted separately to get rid of all lumps, then the soda and starch should be well mixed together, and finally the acid ingredients should be added, and all thoroughly incorporated, either by rubbing together in a mortar, or by sifting at least three times. Flour can be used in place of starch, and is considerably cheaper.

Lardine.—R. H. McG. would like to know whether any drug or medicine is made up under this title. We refer the

query to our readers for answer, as no such preparation is known to us.

The Best Books for Pharmacists.

J. A. T. asks us to furnish a list of the best books for the use of a pharmacist who has a large prescription trade. The answer to this question is a rather difficult one. We have published a number of lists compiled by different authorities, showing that while on a few books all agree, there is still room for a considerable difference of opinion as to the remainder of the list. The number of books to which the list is restricted is, of course, a very important item. Another thing to be taken into consideration is the character of the prescriptions which are presented. In some sections, a German work of reference is essential, in others it is almost wholly useless. The same thing applies so far as a French book of reference is concerned. Where a list is to be cut down to the smallest possible compass, we would suggest a copy of the United States or the National Dispensary, either Remington's Caspari's or Coblentz's Pharmacy, a copy of some standard formulary, such as "Pharmaceutical Formulas," "Scoville's Art of Compounding" and Coblentz's "Newer Remedies." Where a German patronage is enjoyed, the reference library should include a copy of the new edition of Hager's "Pharmaceutischen Praxis," which is just now in course of publication. If many French prescriptions are received a copy of "Dorvault's L'Officine" will prove of value. While the Dispensary contains a reprint of the National Formulary, a separate interleaved copy of the latter work will prove of much value, as the druggist will generally find that he has some memoranda to make in connection with the use of these formulas.

We have pared down the list as given above to the lowest practical limit, but it can be almost indefinitely extended, the following books being added in about the order in which they are here placed: "The Art of Dispensing," Sadtler and Trimble's Chemistry, Askinson's Perfumes and Their Preparation, Dietrich's Pharmaceutisches Manual, Scientific American Cyclopaedia of Receipts, Duane's "Medical Student's Dictionary," Buchheister's "Vorschriftenbuch für Drogisten," Ince's "Latin Grammar of Pharmacy," or Crother & Rice's "Elements of Latin for Students of Medicine and Pharmacy," "Arzneimittel Welche in dem Arzneibuch für das Deutsche Reich, Dritte Ausgabe, Neudruck, 1895, Nichtenthaltene Sind," Fluckiger and Hanburys' Pharmacographia, Maisch's Materia Medica.

A complete file of the proceedings of the American Pharmaceutical Association and of the American Druggist will also prove valuable additions to the library. In fact, a subscription to one or two live drug journals is absolutely essential, if the pharmacist wishes to keep posted. The proportion of purely didactic works in the library should depend to a certain extent upon the character of the clerks. Where only graduates of pharmacy are employed, elementary and purely didactic books are not so essential a proportion of the library as they are where one or more apprentices are engaged. It is not only the duty of the pharmacist to place before apprentices the right kind of books, but it is to his advantage. We should like to hear from our readers as to the best five books.

To Drive Away Flies.—J. P. M.—The castor oil plant has long borne the reputation in the South of driving away not only flies but winged insects generally. As it is quite an ornamental plant it would be well to give it a trial by having several different pots of it about the house. Since the plant does not thrive except in the bright sunlight it is advisable to have a supply of plants in duplicate, changing from the house to the open air, and vice versa, say twice each week. A few of the leaves scattered about a room will also serve the desired purpose. It has been stated that flies will not go near sweet pea blossoms and that a bunch of these blossoms on the soda counter will keep it clear of these pests. Fumigation with pastils by burning pastils of pyrethrum will also drive away flies, though the remedy is rather worse than the complaint. The Japanese lily (*Lilium auratum*) has recently been recommended (Nat. Drug.) as being very efficient as a fly-banisher.

For Preserving Skins, Etc.—Arsenic is the basis of most of the preservative powders, etc., used by taxidermists. We have recently tried a solution of formaldehyde in taxidermy on a small scale and with the most satisfactory results, so far as observations go which cover a brief period of time. We would suggest an experiment in embalming by injecting the bodies with formaldehyde solution. In small objects, such as birds' wings, the solution gives admirable results.

Alcoholic Substitute.—H. L. T.—The following is said to be the tonic used in inebriate homes in place of alcohol:

Extract of gentian.
Extract of black haw.
Extract of coca.....aa 4 ozs.
Dilute alcohol to 2 pints.

The dose is a teaspoonful every 4 hours in water (warm). Ipecacuanha is sometimes added to the above to produce nausea, thus disgusting the patient and producing a distaste for liquor.

Ferruginous Eggs.

It may truly be said that there is scarcely any branch in which medicine has not advanced within the last twenty years, but in no one branch has more improvement been shown than in the compounding and putting together of drugs. No more is the unwilling patient to swallow large doses of nauseating medicine, for sugar-coated pills, capsules, and wafers have come into use, and the patients can now take the most vile-tasting medicines without discomfort. According to a Transatlantic contemporary, an ingenious person has come forward with a still more ingenious plan which opens up to pharmacy unbounded possibilities of going still further ahead. On account of the difficulty of assimilating iron as a medicine, a French chemist has sought to introduce it in a digestible way by what he terms ferruginous eggs. Hens can digest iron easily while rendering it back through the albumen of their eggs in a form which is easily digested by the weaker stomachs of mankind. A salt of iron is given to the hens with grains of wheat. A dozen of these medicated grains of wheat a day make the hens, after three or four days, lay eggs which are very rich in iron already digested. The chemist in question is said to be experimenting further with other drugs, and it is not without the bounds of possibility that we shall shortly be able to take our medicines in the form of eggs.

Advertising Ideas.

Under this heading we shall conduct a practical discussion of store methods and advertising for retail druggists. The Department Editor will be pleased to criticise advertisements, suggest improvements and answer all questions coming within the scope of this department, provided they are accompanied by the name and address of the writer.

ULYSSES G. MANNING,

DEPARTMENT EDITOR.

THE AD-WRITING MOOD.

A PROPER frame of mind and a clear conception of what you are trying to do are requisite to the accomplishment of any task. This is especially true of ad-writing. Most poor ads are poor because the writer had in his mind a lot of things that should not have been there. He assumes the wrong point of view because he allows irrelevant ideas to influence him.

There is just one object to keep in view in writing an ad, and that is that you are trying to sell something to somebody. Concentrate your mind on that as strongly as possible. Single out some real or imaginary person, not persons, and determine to so present your goods as to make him a customer. If you will do that you need never think of the sound of your ad, of its literary merit, or of what your competitors will think of it. This matter of competitors is a bugaboo that hampers the advertising of many a merchant. This is so utterly foolish that it is hard to mention it with patience, and yet anyone who has had close relations with merchants knows how persistently they consider "the fellow over the way" in all their plans or methods. They can't advertise this thing because the other fellow advertised it last month; they can't do this because he will imitate them; they can't tell that fact because he would say it wasn't so. So on eternally, as though the other fellow had something to do with the management or advertising of their business.

Another thing that interferes with good work is the tendency to strive after literary effect. To most merchants writing is a trifle difficult, often needlessly so. Once started they get carried away by the glamour of their job. They want to improve on their ordinary style of expression; they feel it necessary to say something very catchy or smart, and in the labor of composition they lose sight of their object. They strive for the applause rather than the dollars of the listening multitude.

No one writes well who does not write as he thinks; no one writes good ads who does not confine himself to a simple, nat-

ural statements of facts about his store, his methods or his goods. The mood to assume in preparing an ad is the one that would possess you in handling a customer; a quiet determination to tell everything about your goods that could possibly influence a sale, and to tell it as briefly, clearly and persuasively as possible. If after writing an ad you will view your work from the customer's standpoint you will be able to detect its strength or weakness. If you have presented facts that would interest you, or arguments that would convince were you to read them in some other merchant's ad, you can feel pretty sure that you have done well. It is possible to so put yourself in the place of your reader that the persuasiveness or ineffectiveness of your work will be promptly apparent.

When you write think only of making sales.

When you read think of yourself as a buyer.

Don't think of anything else.

Prize Advertisement.

The "American Druggist" offers a prize of books to the value of \$5, each issue, for the best retail druggist's advertisement. The prize this time is awarded to Karl O. Cyrus, Bridgeport, Conn.

CRITICISM AND COMMENT.

Editor Advertising Ideas:

I send you herewith samples of my ads. Kindly criticise same and enter them in prize competition. The incident related in the local is an actual occurrence, and I made this use of it.
Bridgeport, Conn. KARL O. CYRUS.

Mr. Cyrus' ads are fair only, but were the best submitted for this issue. The displayed ad and reading notice on salad oil were the best of the lot sent by this competitor. The displayed ad is neatly set and was very conspicuous in the position it occupied, but the construction gives evidence of hasty or careless writing. This ad-writer should revise his ads more carefully and see to it that his thought is clearly presented.

The reading notice is apt to prove the more effective ad of the two. The inci-

dent related is a good example of the sort of business news that gives pulling power to advertising. As both these ads appeared in the same issue they reinforced each other and should have produced results. The remainder of Mr. Cyrus' ads were good eye catchers owing to the prominent display lines, but were lacking in valid argument. They would make better signs or posters than newspaper ads. There are a good many arguments that could be presented on so common an article as a porous plaster.

Poetical Advertising

Mr. Geo. A. Gorgas, Harrisburg, Pa., sends a copy of one of his local papers containing one real and one alleged ad. The real ad is the editorial notice that the poetical effusion evoked. This is reproduced as an instance of the way one can sometimes win out on a bad advertising investment. The free comment is a good indirect ad and is another illustration of the fact that it pays to be on good

HE WAS MISTAKEN.

A few days ago a gentleman brought to the Cyrus pharmacy a bottle of supposedly pure salad oil, with this remark: "Here is the best salad oil in the city, and I can buy it cheaper than you sell it." I answered him that it could not possibly be pure olive oil at that price and offered to prove to him my statement. He was willing to have the oil tested, and I told him what the result would be if the oil was pure, and also what the result would be if impure. The test proved what I had stated, and showed clearly that what was sold as pure olive oil was a mixture of cotton-seed oil and olive oil. If you wish pure olive oil, we can recommend our imported olive oil, which we guarantee absolutely pure. Price per pint 75 cents. Cotton-seed oil, sold by some as olive oil, 25 cents per pint. Karl O. Cyrus, druggist, 253 Fairfield avenue.

Prize Advertisement.

A Delicate Salad

prepared with utmost care, regardless of expense, is often disappointing in result. You question yourself, what is the trouble? You fail to find the cause. Often the fault lies with the salad oil. You may buy the same as the best, but it may not be so.

Our Imported Salad Oil

we sell in bulk, any quantity, and guarantee the same absolutely pure. We test every lot we receive, and do not allow the slightest adulteration with the common cotton-seed oil, frequently sold as salad oil. Price per pint 75 cents.

For sale at
THE CYRUS PHARMACY,
253 Fairfield Avenue.

Cotton-Seed Oil (American Salad Oil),
price per pint 25 cents.

terms with reporters. Three stanzas of the seven are also shown:

There are advertisement writers and advertisement writers, but the bird of them all is the fellow who sings in rhyme the praises of the article or firm he advertises. The older portion of our community will remember how an advertising poet chanted a Philadelphia clothing firm into fame and many ducats by his verses as "The Bard of Tower Hall," and his clever rhyming is still in the memory of those who used to patronize the establishment when they lived in Philadelphia. The firm of clothing dealers is still there, but the bard has long passed out of existence and the advertisements are no longer in rhyme.

And that brings Gossip to the story he was about to tell, first prefacing it with the remark that this is not an advertisement, and if it were an advertisement it could not get into this col-

umn for love or money. The other day an individual who looked as if he had seen better days called on Druggist George A. Gorgas with a proposition. He was a small man with a smooth face, wore a frayed overcoat with astrachan fur on the collar and cuffs, and altogether he did not shed an air of prosperity. He was, to use the vernacular of the street, and you may have noticed we use all kinds of vernacular in this column and don't charge a cent extra for it—he was, to use the vernacular of the street, "on his uppers," and he wanted money. To get money he had written an advertisement for Mr. Gorgas, and if Mr. Gorgas would pay attention for a few moments he would read it to him. Mr. Gorgas didn't want to hear it just then—he was too busy, he had no time, he had an ad writer, and all that sort of thing. The man regarded Mr. Gorgas with an eye of pity. Would Mr. Gorgas refuse to listen to a poem on his establishment written by a man who had graduated from both Yale and Harvard? The stranger thought he would not. Would Mr. Gorgas refuse to listen to a hymn of praise from a man who had been all over the world and had had his fling, and was now trying to earn an honest living? The stranger opined that George would not be that hard-hearted, and he opined aright. Mr. Gorgas listened, he smiled, he laughed, and finally he approved as the stranger, with appropriate gestures, and in a deep fog-horn voice seldom heard off the stage or out of the legislature, read a parody on Longfellow's "Excelsior." When he had finished, and the enraptured Mr. Gorgas and his clerks had returned to earth, he pointed out to them a beautiful picture of the youth with a banner bearing the strange device, and with a voice choked with sobs he said: "Thirty-five lines at ten cents a line. Cut off fifty per cent. Take it along, picture and all, for a dollar and a half. No? Don't want it? Help a man to make a living. Take it along. Couldn't use it? Why, yes, you could. Say, take it for fifty cents. Thanks." The half dollar was passed over to him and he made a bee line for the nearest saloon. That was the last seen of him. The ad may be found in this evening's "Telegraph." It is what may be termed a lalapaloosa, including the picture.

The shades of night were falling fast,
As down through Third to Walnut passed
A kid, who bore, all lettered nice,
A banner bearing this device,

GORGAS, The Druggist!

His brow was hid; his eye beneath
Gazed on a "snipe" between his teeth,
And like a druggist's graduate rung
The accent of that urchin's tongue,

GORGAS, The Druggist!

At break of day, with shoeless feet,
The "kid" was found on North Sixth street,
Beside him lay the well-known sign,
Besmeared with mud—BUT NOT THE LINE—

GORGAS, The Druggist!

When one can get as much free comment as this it will be all right to run in a "poetical" ad. At all other times turn them down. Good ads in verse are as rare as snowballs in the hot place. Chas. M. Snyder, the DeLong hook and eye man, can turn out good ads in rhyme. He is about the only one of our eighty million inhabitants who can. Anyone who desires his services can procure them at two dollars a line.

L. M. Liggett, no address given, sends an attractive fountain menu. The first page is devoted to a half-tone of a dainty little girl in the act of surrounding a glass of the advertiser's ice cream soda. The picture is accompanied by the line: "My, but Mr. Liggett's ice cream soda is good."

The folder affords small chance for criticism, as both construction and printing are excellent. It would have been well to have made the prices a little clearer. A few drinks are marked ten cents, and the natural inference would be that the remainder are five cents. But this is not stated and some might think that all the drinks in the sections containing the ten cent ones are of the same price. It is also well to place your complete address on every piece of printed matter issued. This is not very essential when the advertisement is intended for purely local

distribution, but it costs nothing extra, can do no harm and may sometimes do good.

Kirstein's Pharmacy, Rahway, N. J., submits a fountain menu even better than the above. It is printed in three colors on heavy calendered paper, has an attractive cut on first page, and the arrangement of the remaining page is excellent. The various drinks are grouped under suitable headings and the prices are plainly stated. The last page bears this effective little paragraph:

OUR ICE CREAM

is so good that we're often asked
what it is made of. We are glad
to tell you. We make it of

Sweet Cream,
Fresh Eggs,
Sugar,
Pure Flavoring.

These only, just enough of
each, and made just right.

A New Liquid Air Apparatus.

A liquid air plant has recently been constructed in New York city, by the "General Liquid Air and Refrigerator Co.," which is claimed to be the most economical apparatus for the preparation of liquid air yet devised. It was invented by Oscar P. Ostergren, a graduate of the Royal Institution, Stockholm, Sweden, and Moriz Berger, a graduate of the Royal Polytechnic School, of Munich. The particular feature of interest in the process, which, in a general way, follows the idea carried out by Linde and Tripler in utilizing the evaporation of a portion of the condensed air for the cooling of the remainder, is the internal construction of the liquefier, and in the fact that the liquid air is delivered in an "under cooler" where it can be retained for some time without appreciable loss, since the "under cooler" is connected with the condensing apparatus. The inventors have also devised an apparatus for transporting the liquid air, the essential feature of which is the fact that the inner vessel is surrounded by two or three containers, between which there are layers of partially expanded air. The liquefied air is drawn out of the vessels by means of a syphon in very much the same way as carbonated water is drawn. The inventors claim to be able to produce liquefied air at a very low cost, and are said to have already received a contract for the construction of a plant in Los Angeles with a capacity of 1,500 gallons of liquid air per day.

The Formalin Lamp Patented.

The claims of Dr. Albrecht Schmidt in Berlin for the Formalin Lamp, as well as for the method of producing formaldehyde gas have been allowed by the United States Patent Office and this method is not limited to the employment of paraformaldehyde in the form of tablets or pastils. Hence the use of solid formaldehyde in any form in connection with any method by which the hot gases of combustion transform the paraformaldehyde into gaseous formaldehyde and are afterwards mixed with them, is an infringement on Schering's patent.

Schering's method of disinfection was pronounced by Prof. Kobert at the last Tuberculosis Congress, held in Berlin, to be the most reliable and efficient.

Wit and Humor.

Drug-Store Yarns Told After Business Hours, Being New Prescriptions for Weary Druggists.

Anecdotes of the Comic, Humorous or Pathetic Side of Drug-Store Life Are Solicited for This Column—For Accepted Articles Payment Will be Made.

"GOOD FELLOW" DRUGGISTS

By M. QUAD.

A DRUG store in my neighborhood changed owners a few days ago, and two score families are congratulating themselves on the transfer. The old drug store man had no personal magnetism. He never joked with his patrons. He had little to say about the weather, nothing at all on politics or religion, and even the man who bought \$2 worth of goods "all at once" felt that he was held at a distance. He kept a fresh stock and attended strictly to business, and no one complained of his prices, but yet there was no bond of fellowship. The new druggist at once gave himself away as a "good fellow," and therein lies the cause of the rejoicing. In my time I have known half a dozen druggists who had the reputation of being "good fellows," and none of them continued in business over three years. In my mind's eye I can trace the career of our new druggist. One of his first callers will be the old man Swinbourne. He's always on the hunt for a "good fellow" druggist. As fast as he finds them he buys his liver medicine on tick. If not turned down on the very first bottle he's good for fifteen or twenty before he can be choked off. The next caller will be Mrs. Bonem. All druggists know her. She's interested in two or three dispensaries, two hospitals, an orphan asylum and a "home" or two. When she bumps up against a "good fellow" druggist she demands about half the stock, and from \$10 to \$50 as a cash contribution. One smile from the druggist and he is her mutton. If he pulls himself out of the pit for less than \$10 he can congratulate himself for a month—or until Mrs. Bonem calls again. Then there's old Mr. Totten. His pockets are always stuffed with tickets for Sunday school picnics, church festivals and benefits for this and that object, and there's a bland smile on his face as he hauls out half a dozen and quietly says to the druggist:

"I knew you'd want 'em and I saved 'em for you. Glad to know you are the right sort, and I'll take pains to let folks hear of you."

That sort of game on an old curmudgeon of a druggist wouldn't work, but the "good fellow" has got to come down. He can't go back on his reputation, and there is also a prospect that a hundred church members living two miles away may tumble over themselves to buy their medicines of him.

I can see Mrs. Pomp as she sails in on our new druggist. She is stately and portly. She is dignified and has a double chin. Her way is a condescending way.

The old druggist was onto her shape and all sales were for cash, but he wasn't a "good fellow." She will select about five dollars' worth of goods from the show-cases, fish out a prescription or two, and then condescendingly request the druggist to send the package around and charge to her husband's account. He'll do it, of course, and be flattered over her order, but Mr. Pomp will never pay the bill. It won't be long before Mr. Workem will spy out the land and begin business. When he finds a "good fellow" druggist, he runs in to buy some cough drops and tell a funny story. Next day he is back after a cake of soap, and he tells two funny stories. On his third call he pays cash for a ten-cent tooth-brush and confidentially hints that he has a couple of thousand of dollars which he would be glad to invest in a partnership. His fourth call is his last. As three or four customers are waiting to be served he hustles in and calls out:

"Say, now, but I want to use \$5 before I get back home. Let me have it, will you, and I'll bring it in this afternoon?"

There are druggists who would turn Mr. Workem over and over like a beer keg, but they do not belong to the "good fellow" class. He will get his \$5, and from the hour he gets it he will disappear off the face of the earth. That is, he will pass that drug store no more, and any bills sent to his house will be used to light the kitchen fire. Our druggist won't be out of the woods even if he manages to shake off Mrs. Bonem. There's Mrs. Pegg and Mrs. Platt and Mrs. Grabem to be reckoned with. Their business in life is to discover drunkards who desire to reform; women who have contracted the morphine habit, children who were born with crossed legs or twisted necks, and old men and women who might live on for another hundred years if they had spring tonics and cod liver oil to grease the machinery. The "good fellow" druggist has got to come down. The pathetic appeals poured into his ear are interspersed with flattery and compliments, and the little gum-game is worked for all it is worth. Perhaps you never heard of Mrs. Bilkem? She's a widow with an income. The only trouble with her income is that it never comes in with regularity. She may get \$300 one month and three cents the next. She doesn't look for a "good fellow" among lawyers, doctors, editors or professors and appeal to them to help her out, but she marks down a druggist. She runs in every day or two to get a \$20 bill broke, and she makes a number of cash purchases, and in various other ways she manages to give out the impression that she is as solid as a National bank.

Then comes a day when she runs in and smilingly asks the druggist to please cash a little check for \$50 to save her going to the bank. It is with the greatest of pleasure, of course, and she is a thousand times obliged, and everything is all right for three or four days. Then the check comes back "N. G." and if the druggist ever gets back the whole sum he is a lucky man. When the check racket is not worked it is the security dodge. Mrs. Bilkem decides to move. She rents a house and gives the druggist as reference, and the druggist is pleased to say that she is financially sound. She gets the house on his recommendation and when she moves again, owing from three to six months' rent, there are landlords and lawyers who hold that the druggist is responsible for the little bill.

It is curious how quickly "the street" gets onto a soft snap in the drug line. The professional tramp walks in with assurance. The old woman with the bottle would like blackberry brandy or port wine, but will take castor oil at a pinch. Prescriptions for dying children come pouring in to be paid for with a "God bless you!" and the beggar who strikes a banana skin in front of the store expects nothing less than to be filled up with the best and sent home in a hack. The "good fellow" must join three or four social organizations. They want him in boat clubs and bowling clubs. He's "worked" for church excursions, labor strikes, babies' homes and hospital additions. They take him into party politics whether or no, and the church around the corner expects him to at least rent a pew. A "good fellow" among druggists must even put up for the heathen in Africa and put down for the Bible Society at home.

I'm sorry for our new man. If he was a "good fellow" among merchants he could put up the price of sugar or calico and hold his customers. As a doctor or a lawyer it would help his practice, and as a politician he'd have his ward in his vest pocket. As a druggist it will be his undoing. The "skin game," the "con. game," the "gum game" and the "double cross" were all invented for his particular benefit. When they can't be worked there's "charity" to pull out his dollars, and if they don't come fast enough he'll be cajoled into backing notes or buying stock in a catnip plantation.

Formaldehyde Process for Water Proofing Paper Patented.

In our last issue (p. 6) we printed a note on the use of formaldehyde for rendering paper waterproof. The process has, we since learn, been patented in the United States by G. C. T. Hauser, whose patent was later assigned to the Schering Chemical Works. The claims (No. 572,295) made are as follows:

1. The herein described waterproof composition, which consists of anhydrous formaldehyde gelatin free from photosensitive ingredients substantially as set forth.
2. The herein described method of producing a waterproof gelatin composition which consists in subjecting the gelatin free from photosensitive ingredients to the action of a water solution of formaldehyde, then removing the gelatin composition from the solution and then drying the same, substantially, as set forth.

From this it will be seen that any one following the process printed in our last issue will be infringing upon the Hauser patent.

PROPRIETARY AFFAIRS.

NEWS AND COMMENT.

News and Notes of the Great Proprietary Medicine Interests.



CHARLES I. HOOD,

Proprietor of Hood's Sarsaparilla, Lowell, Mass.

At a little over fourteen years of age Charles I. Hood entered as an apprentice the store of Samuel Kidder, of Lowell, Mass., he being the son of the veteran pharmacist of Charlestown, Mass., by the same name, who became famous for the character and quality of Kidder's Cream of Tartar, tartaric acid and other products, now owned by Schieffelin & Co.

After serving his allotted time of five years at Mr. Kidder's Mr. Hood went into the prescription department of Theo. Metcalf & Co., of Boston, as a prescription clerk, and remained with them five years, leaving a record of which both Mr. Metcalf and Mr. Doliber have ever been profuse in their compliments.

Mr. Hood returned to Lowell in 1870, when the firm of C. I. Hood & Co. was formed, and began business as retail druggists at the corner of Merrimack and Central streets. He remained there until the business of Hood's sarsaparilla had developed to such an extent that he disposed of his retail business to Mr. Ellingwood, who was the first apprentice he engaged when he went into business for himself. It is of special interest to note that Kidder's and Metcalf's are the only places where Mr. Hood has ever been employed, because it has been reported that he formerly worked for the J. C. Ayer Co., which is not true, as he never was in their employ for a moment.

In a recent interview with an American Druggist reporter, Mr. Hood said:

"It is probably true that every man has a natural fondness for the profession or business with which the earlier part of his life is connected, hence it is natural and true that my personal feelings should be with the retail trade. If my efforts have not secured for the retail trade all that I had wished, the spirit and the desire have been in the right direction, and the failure of the realization is due to causes beyond my control.

"Some of the retail trade are inclined to think that proprietors are not sufficiently considerate of their position in regard to trade matters. I think this is a mistake on the part of the retail man, and if he would put himself in the position of the proprietor (I have been in both places) and would look at matters from the proprietor's standpoint he would see at a glance that unless the proprietor is very shortsighted he must appreciate the value of the retail druggist to his business, and would do all in his power to secure his good will and co-operation. This has been our aim from the beginning. One great difficulty with us has been (in one way a misfortune and in another a good fortune) that the demand for Hood's Sarsaparilla has been so great, that our preparation has been used by department stores as an inducement to draw other trade to a greater extent than any other single preparation, and while we do not sell department stores they apparently have no difficulty in getting goods and selling them often at less than our rebate prices, thereby proving a source of vexation to us and to the entire retail trade in their vicinity, and the unfortunate point of this is that we individually and alone are absolutely unable with a business of the magnitude of Hood's Sarsaparilla to control and prevent their getting these supplies. We say this after making strenuous efforts to govern the sale of Hood's Sarsaparilla without permanent success."

Mr. H. C. Campion Interviewed.

Mr. Harry C. Campion, of the firm of J. W. Campion & Co., Philadelphia, was interviewed by an American Druggist reporter. "The failure of the Campion plan," he said, "was due, in my judgment, to the fact that the whole body of the retail drug trade did not realize, at that time, the full evils of cutting. There were too many sections of the country where the thing was practically unknown, and where, consequently, any plan for the control of prices must seem like so much impertinent interference with natural tendencies of commerce. Moreover, the Campion plan came from the proprietors and was put into effect by them. The retailers were scarcely consulted in the matter—it was practically forced upon them. Now, to those who had felt the sting of cut prices and could consequently appreciate the enormous necessity of establishing something like control of the selling price, the plan was naturally welcome. But to all others, it was, as I say, a thing rather to be resisted than supported. And it was resisted with a vengeance. Proprietors stood as a man for its strict enforcement, and they worked honestly and persistently for its success. I do not think there was one concern or one man among the proprietors and few among the jobbers that opposed it by word or by deed. We would undoubtedly have made a success of it had the whole body of the retail trade seen the necessity of it. But it failed because so many retailers were frankly opposed to its existence. We have letters in this office now from retail druggists who said such an attempt to hamper them was nothing short of an outrage which they would fight day and night, in season and out of season, until the thing was killed. And they, and others of the same kind, did this so effectually that after a long and heartbreaking effort the Campion plan was at last laid away to rest. I often feel like taking out some of these indignant and honest letters now, and putting to the senders the query, how is it with you to-day? Are you still satisfied that you did a good thing in killing the Campion plan? But they, like the rest of short-sighted humanity, have probably learnt their lesson and got their experience by the sorrows of their hearts. No man should wonder that many proprietors find it difficult to be sanguine as to the success of any plan to control prices. They are skeptical because they have already spent so much good time and money in efforts of the kind, only to find their efforts brought to naught by a weak-kneed man here and there in the trade. In considering the question, it is right and proper to be guided by the history of the movement from 1884 down, and not by sections and fragments of it. Price cutting had got to so bad a pass in 1884 (though much less than now) that the thoughtful men of the trade saw that something must be done to check the destructive tendency. The outcome of the deliberations of that time was the so-called Campion plan, so named, I imagine, because my brother submitted the first draft of it. From that day to this there have been almost as many plans as there have been years, and most of them have been called into existence by the insistent demand of the retailers that something be done to better their condition. I should hardly say

'called into existence,' I suppose, because, with one exception, none of them were ever actually and generally put into operation, so far as my memory serves me. The trouble has been all along, to make the retail druggists of all parts of the country think and feel alike on the issue, so that any plan to control prices would meet with their general approval. They are scattered over so wide a country and it has been so impossible to gather any appreciable number of them at any one time and place, that to arrive at a composite view of their wishes has seemed quite out of the question. The man who conceived the idea of the N. A. R. D. was, in my opinion, a genius, for here, by the simple method of drawing delegates from every local society in the country, you have the possibility of obtaining what I have called the composite view. I have watched this body with the keenest interest, and now that they have formulated a plan of their own and are proceeding, with dignity and quiet good sense, to put it into operation, I almost feel that we are on the threshold of the long-sought boon. As I understand the resolutions carried by the recent meeting of proprietors in New York, it will rest with the retail druggists, or with the N. A. R. D., to see that jobbers do not supply the cut rate and department stores. This is right and proper, for they can do this work better than it could otherwise be done. But I foresee that they will have difficulty in preventing weak-kneed or dishonest retail druggists from supplying them. And yet, if they are fearless and determined men, they can do this too. My heartiest wishes are with them in the work that lies before them. Not only will they have the hearty support of our house, but that of every proprietary concern in the country as well. Let no man make the mistake of supposing that the proprietary interest is not in earnest in their expressed and reiterated desire to have the retail price controlled. It is as vital to us all as to the retail druggists. We are united in wishing godspeed and all good luck to the N. A. R. D."

A Remarkable and Interesting Case.

There is a story told of an Irishman, who being annoyed by the persistent howling of a dog one bitter winter night, got up from his bed and without stopping to dress, went out just as he was in pursuit of the animal. After an interval of some ten minutes, his wife went to the door to see what kept him. She saw him standing shivering in the roadway with his nightshirt whirling about his ears and his knees smiting together with the arctic cold that possessed him. "What are you doin' there at all, at all, Pat?" she cried in amazement. "Whist!" says Pat in reply, "I've caught the baste and I'm freezin' him to death."

As all the world knows, E. W. Hoyt & Co., of Lowell, Mass., made the phrase Hoyt's German Cologne famous. For many years they advertised widely, cleverly and persistently, and the fruit of their enterprise was an exceedingly snug business. But their felicity was marred by the doings of a small man in another State. This man's name was Hoyt—or he said it was—and he made, by that singular chain of coincidence which pursues some men, German cologne also. And the more E. W. Hoyt & Co. advertised, the more business this small man of co-

incidence did. Finally, E. W. Hoyt & Co. lost all patience, and sued for an injunction. The case went against them, by reason of the mysteries of the law.

Then, for a time, they continued their advertising on an enlarged scale, with the inevitable result that the more business they developed the greater was the prosperity of the small man of another State, who, of course, did no advertising at all. There seemed only one way to kill off a competitor of this kind. For a solid year they did no advertising of any kind. A visit to the small man's place now shows that peace and content are no longer his—that business is bad and he is unhappy. Apparently he has been killed. But what about E. W. Hoyt & Co.'s business in German cologne? Ask them, and they will tell you that it is gone completely with no hope of return.

Which is a singular thing, and a curious commentary on the value of advertising. A concern that spends millions in creating a demand for their product might reasonably expect to some day reach a condition where no more advertising would be necessary—where expense would stop and sales go on. But such, alas! is not the fact in this country. There may have been a time in the commercial affairs of the nation when the hope of such a condition was based upon a reasonable probability—but if so, it is something of the long ago. No such thing exists to-day. A product must, generally speaking, be advertised, advertised, advertised—or it dies the death. Crittenton, of New York, will tell you that directly a concern stops advertising nowadays the sale of their product begins to decline. And Crittenton knows.

That Retail Druggist in Lexington.

We have again heard of that certain retailer in Lexington, Ky., who was mentioned in this department in the last issue as having written to a manufacturer and offered to place an order for several hundred dollars' worth of goods provided that credit should be given him on a certain amount of shop-worn stock which he had on hand. Another manufacturer reports to us that he has heard from this individual with much the same offer, and that he promptly declined to have anything to do with him. It would not seem improbable from this that our Lexington friend has been in correspondence with other proprietary concerns elsewhere. If so, the evidence would seem conclusive that he is acting as a go-between for somebody. It is just such shifty, underhand work as this that brings to naught the efforts of retailer and manufacturer to better the unfortunate conditions into which the drug trade has drifted.

Talking of this reminds one of the venture which Walt B. Wills made seven or eight years ago. Wills had been a traveling salesman for C. G. Green & Co., of Woodbury, N. J., and left them to become New York City representative for the Whitney Glass Works. After a time he developed an idea for marketing a patent medicine along new lines, and he managed to interest the Whitneys so greatly in his plans that they are said to

have invested about fifty thousand dollars with him. He made a preparation of cascara and went direct to the retail druggist with it, making one sole distributor for each town and advertising him as such. His advertising was well done, and the demand created was quite considerable. Naturally enough, when druggists who had not secured an agency saw that they were missing a good thing they endeavored to supply themselves. But not a wholesaler in the country could supply them, they being left out in the cold under the workings of Wills' plan. Orders for the goods continued to pour into the wholesale house, who in self-defense at last resorted to the expedient of sending their travelers to Wills' regular agents and inviting supplies at their hands. That worked so well that they soon had all the goods they required and were able to furnish their customers freely. Then the cutting of the retail price began, and the ultimate destruction of the whole business was the result. In a little over a year Wills' venture petered out, with a loss of every dollar invested in it.

One of the Tendencies of the Department Store.

It is said that one of the big department stores of New York City is, nowadays, selling practically no standard preparations at all; that the standard preparations have, in fact, almost disappeared from their shelves. They possess a well-equipped laboratory and employ a practical chemist, and turn out a line of goods which fairly well covers all popular demand. These goods are not offered as substitutes for the standards—not as something "just as good"—but are boldly sold on their own merits and the reputation of the house, and the standards are quietly ignored. This may not be literally true, but it illustrates a tendency which has been observable in department store methods for a long time past, and is full of danger for the proprietor. For the good of all concerned, the public included, the sale of medicines cannot too soon be taken out of the department stores and returned to its legitimate channel.

The Ways of the Substitutor.

There is a retail drug store on the east side of Sixth avenue, not far north of Fourteenth street, where some devious work is at times indulged in. Some months ago this store had a whole windowful of what appeared to be Lubin's soap, which was offered at the alluring price of ten cents a box. It was a fake of the worst kind, but a cleverly-devised one nevertheless, and the poor public bit at it eagerly. In a day or two the whole lot had been sold. Lubin's American agent was notified of the facts by The American Druggist, but he found that the imitation was so devised that its seller could not be brought under the hand of the law, and he was consequently powerless. The other night a girl entered this store and asked for Carter's Little Liver Pills.

"Say!" cried the clerk in horror-stricken accents, "you don't want to use that stuff. I wouldn't give them to a dog."

"Why, what's the matter with them?" the girl said. "Ma always uses Carter's."

"Then she wants to quit right off. They're dangerous. They're choke full of mercury. Now, here's a pill that we make ourselves"—and so on. After ten min-

utes' talk, the girl accepted the substitute and departed. This little episode was witnessed by two interested parties, and duly reported where it would do the most good.

What the Proprietary Medicine Business Amounts To.

The Government's revenue from the sale of proprietary stamps has amounted to \$2,700,000 in the past twelve months. If one-half of these stamps were used on proprietary medicines, and that would be putting it at a conservative estimate, then the proprietary medicine business (figuring on the basis of two-and-a-half cents to the dollar), has reached the total of \$54,000,000. It is much more likely to be \$75,000,000 per annum—and it is growing.

With the exception of Great Britain, which has proved a fairly remunerative field for patent medicines, the rest of the world does not seem to buy largely of us, and our home market is likely to remain for many years to come the most responsive, and, generally speaking, the most satisfactory. Some of the requirements of foreign countries are such as to be virtually prohibitive. Portugal, for instance, requires that the actual working formula of a remedy be furnished to the Board of Health, together with the ingredients for the making of a sample lot. When the Board is satisfied that the remedy is a desirable thing for the ailments named, then it issues a license, and names both the dose and the selling price. The formula is then sealed and deposited in the State archives. Fifteen years after the license has been granted, the formula is published in an official organ. This, altogether, is scarcely an inviting condition of things, and American enterprise along proprietary lines is probably noticeably absent in Portugal.

Strangely enough, China has always been a good field for certain patent medicine houses, prominent amongst whom is Jayne, of Philadelphia. Jayne has a resident agent in the country—a good American, of course—and through him all the business is done. Their advertising consists of house-to-house distribution of pamphlets in the Chinese tongue, or possibly in several of them. Americans have, generally speaking, the idea that there is a multitude of languages in China, and that the written language is not even on bowing terms with any of them. Many are also possessed of the belief that the written language is for the very few, and a sealed book to all the great mass of the people. However, it is just possible that we have not a full and adequate knowledge of this mysterious people, and that many of our preconceived notions are quite erroneous. The fact stands out that Jayne distributes his books to the Chinese, and that the Chinese buy Jayne's medicines. Ergo, they are able to read his books.

As to A. J. White, Limited.

Oh, but the shareholders were an angry lot at the meeting in London the other day! The report showed an alarming decrease in profits, there were charges of misrepresentation and some resignations. Lieutenant-Governor Woodruff, of New

York, who, with two other American stockholders, owns about one-fifth of the shares, addressed the meeting and explained that while the late Mr. White and his associate, Mr. Packard, had overvalued the stock, the directors knew nothing about it and were innocent of any wrong. He assured the meeting that there should be no more of that kind of business. Since the adjournment, it appears that Mr. Henry Wellington Wack, of New York, the gentleman who received the singularly generous fee from Mr. White (possibly for seeing that "his enemies in Ohio were properly treated"), has become manager of the business.

Neither a Borrower nor a Lender.

One of the most conspicuous signs in the office of a jobbing house in this city is the following:

POSITIVELY
NO GOODS LOANED.

"We had to do it," said one of the firm when asked for an explanation regarding the announcement. "No, it wasn't because a man would come in occasionally and ask us for the loan of a cake of Cuticura Soap, a bottle of cologne, or some Sun Cholera Mixture for cramp. We hand those things out right along to whoever asks for them.

"The borrower was much more inclined to do things on a wholesale basis. He was generally the representative of some big proprietary house which had just sold us a consignment of goods, and all he wanted was to get the loan of half the order. Well, we were soft and loaned it to him. The result was that when our stock of his goods was used up, we had to send customers to him, even though the goods were really ours.

"Sometimes it was an old-established house that did this, sometimes one that was just starting out with insufficient capital. They would make the plea for borrowing that very fact, and whip themselves into shape through our kindness. Now, it's all very well to be generous, and to help struggling concerns along, but to do it at the expense of your own establishment seems rather silly.

"In one case I remember the head of just such a young concern came to us and told us of his plight. He needed money badly. He would sell us his entire stock of manufactured goods at a bargain figure to get the ready money wherewith to manufacture more. We listened to his pleadings and succumbed. For a special price he sold us his stock. Then he borrowed three-quarters of it, and we didn't have it on hand when it was called for.

"Well, sir, that particular concern held onto its goods, became bankrupt, and we may get a dividend one of these days from the receiver, and then again we may not. Do you still wonder at that sign being up there?"

The Value of Brandreth Shares.

It has been definitely determined by the Surrogate of White Plains, N. Y., that the taxable value of Brandreth shares is twenty thousand dollars, based upon their

earning capacity and the further fact that in 1892 one share of the stock was sold at twenty-eight thousand dollars. This one share, apparently, is the only sale ever made. Previous to Mr. Brandreth's death, he transferred eleven shares to his four daughters, taking from them a power of attorney to draw all dividends during his life. Later, the entire capital stock was transferred to trustees, the object being to prevent the control ever passing out of the Brandreth family. After Mr. Brandreth's death, the eleven shares transferred to the daughters were held to be taxable as an inheritance, and the appraiser valued them for this purpose at twenty thousand dollars each. The daughters contested the legality of the tax and denied the value of the shares. This has now been disposed of by the action of the Surrogate. What is particularly interesting is the enormous value of the Brandreth business, which the contest has served to bring into evidence. For many years the house was something to be gazed at open-mouthed, from the fact that it did business on a basis of the most heroic independence. There was something almost sublime in their indifference to the wishes of anyone. When a wholesale druggist wanted to buy porous plasters, he had to buy them in a given quantity, and a certified cheque had to accompany the order. This rule was applied to all—rich and poor, big and little. Then, as to delivery. The buyer was notified that at a certain day and hour the goods would be on the sidewalk, and he could cart them away if he cared to. There was a beautiful simplicity about the whole thing, and it was very satisfactory—to Mr. Brandreth. But this is an echo of long ago. The great house of Brandreth does not do business in that way nowadays.

MERE MENTION.

H. B. Harding, of the Humphrey Medicine Co., has returned from a short European trip.

The Dodds Medicine Co., of Buffalo, N. Y., is reported to have increased its capital stock from \$30,000 to \$100,000, and to have filed certificate with the County Clerk to that effect.

The clever Red Raven Splits advertisement is reported to be the work of Mr. Baxter. Besides the cards in the street cars, Mr. Baxter has written a number of bright pamphlets extolling the merits of the laxative.

E. L. Lewis, an old newspaper man, has taken the position of advertising manager of the Dodds Medicine Company of Buffalo, and is especially busy during the absence of the heads of the company in Europe this summer.

Sigismund Kutnow, head of the company which controls the Kutnow Powders, arrived from Europe on the 24th ult., and the result of his energetic methods was speedily to be witnessed in the newspapers, which contained big advertisements for several days, and which resulted in increased orders.

J. A. McKee, of Toronto, president, and R. J. McKee, of Buffalo, secretary and treasurer, of the reorganized Dodds Medicine Company, have gone to Europe, to remain till about the middle of July. The company has a European of-

fice and they will look after it while there.

The merry war of the Geneva mineral water handlers goes on still. A late move of the old company is to obtain an injunction restraining the handlers of the new brand from selling it any longer. Druggists and others who had any of it in stock were obliged to put it out of sight at once.

There is a little corner table at "Scheidler's," Church and Chambers streets, where it is said that many a big proprietary deal has had its inception. "Scheidler's" is a great resort for lovers of good things in the eating line, and the group about the old corner table generally consists of Thomas F. Main and William Allen, of Tarrant & Co., and M. J. Breitenbach and E. G. Wells, of the M. J. Breitenbach Co.

Dr. V. Mott Pierce is domiciled on his elegant and roomy house boat on the Niagara, at the foot of Amherst street, Buffalo. He will in a day or two move it up the lake to Point Abino, about ten miles from Buffalo, where the summer will be spent. Experience leads to the choice of this style of summer outing rather than a cottage for several reasons. He keeps open house for his friends and makes proprietary people especially welcome.

The Keasby & Mattison Co. is making a new departure by manufacturing asbestos building papers, felts, millboards, etc., not to mention magnesia, felts, pipe and boiler coverings. These articles have, of course, nothing to do with their drug and chemical preparations, but it can easily be understood how the manufacture of magnesia, a non-conductor of heat, led to scientific researches which resulted in the establishment utilizing its immense general manufacturing facilities to advantage.

The Sun Ray Company, manufacturers of patent medicines at 7 Beekman street, which recently made an assignment, was incorporated under New York laws on December 14, 1897, with a capital stock of \$25,000, of which \$12,500 was adjudged to have been paid in. The principal remedy which the company made was a liniment for rheumatism. It is said that a large amount of money was sunk in the enterprise, a large part of which was spent for advertising. The assignment was precipitated by a creditor obtaining a judgment. The liabilities are less than \$10,000.

On the day before Decoration Day—May 29th—the Abbey Effervescent Salt Co., of 9 to 15 Murray street, made its formal bow to the New York public with immense announcements in the daily papers. The company has been incorporated with a million dollars capital in this State, and will spend half that amount in advertising the first year. The company has been established for years in England and Canada, and S. Britton, one of the incorporators, was for twelve years manager of Dr. Scott's Electric Brush Co. They will cover the entire United States, section by section, using the daily papers, and will then take up general medicines. Their success thus far has been phenomenal, and from all accounts their salts, endorsed by 95 per cent of Canada's physicians, is a worthy article.

NEWS OF THE N. A. R. D.

No Flagging of Interest.

State After State Joins the Movement—Chicago Jobbers Approve the Proprietors' Resolution—Plans for the Convention—Encouraging Notes From Far and Near.

ORGANIZATION THE NEED OF THE HOUR.*

BY THOS. VOEGELER,
Minneapolis, Minn.

"He aims too low who aims beneath the stars."

As druggists we are sometimes inclined to take life rather dreamily and to keep the level of our aspirations beneath the high mark that our qualifications entitle us to set for it and our true sense of manhood demands that we should place it at. High aspirations and a desire to be well spoken of in the community that we call our home are laudable aspirations and desires and should be fostered by every thinking, self-respecting druggist. Independence of thought, lofty ambitions, high and noble manhood are heaven-born heritages, coeval with the very birth of man. Devotion to the interests we represent should impel us now after these long years of dire experience to link our interests into a grand and harmonious brotherhood that would sweep the country like the resistless tide of the ocean and place our profession once more upon the high pedestal from which it was lured to almost certain destruction by the conditions brought about years ago by our masterly indifference, lack of united action, and a spirit of jealousy among the craft for which no logical reason can be assigned. Lulled into fancied security by long years of prosperity, we found it more congenial to go fishing, and entrusted to others the duties we should have performed ourselves. When the awakening came we had lost our bearings and were tossed about remorselessly by the keen competition of the new factors that entered our field while we were asleep. Throughout the length and breadth of our land are scattered the wrecks wrought by this herculean competition.

Minneapolis in 1888 had 130 drug stores with 160,000 people. To-day less than 90 are left to tell the story of their old-time glory. A loss of 40 drug stores and an increase of 50,000 in population tells a story more startling than words can depict or artist can spread on canvas. St. Paul tells the same story. Our story is but the story of the nation at large and this should warn us all that now is the time and this is the place to give impetus to the new movement that was so auspiciously inaugurated last year at St. Louis. Already bright rays of light are breaking through the storm-laden clouds and beckon to us to do our duty. Our star of destiny is on the upward course once more and points the way that leads to our salvation. We have again buckled on the armor of righteousness, and like valiant knights of old are banded together to do heroic deeds in behalf of our profession. With this new spirit taking hold of us again it would seem that much could

be done. The National Association has awakened us from our lethargy, has aroused us to new efforts, has restored to us the confidence that we once had in our ability to meet all questions concerning our common welfare and manfully seek a remedy therefor.

It is but proper that we should not expect a sudden correction of our wrongs, for wrongs deep rooted give way to right only after long and heroic efforts. We must not hope that our National Association can build up in a day what it has taken years to tear down. "Rome was not built in a day," neither can we expect to have victory perch on a staff by bemoaning the glory of our former days, and idly folding our hands while the enemy is moving on us prepared to deal us the fatal blow. It means work, work that is in harmony with the work of our National Association. It means that every retail druggist in the United States should attach himself to an organization that is a part and parcel of the national organization, that he should urge his neighbor to do the same, that he should give liberally of his time for the promulgation of the doctrines that we advocate and that he should meet the financial requirements of the national organization with promptness and despatch.

Organization must be our battle-cry. With it the 38,000 druggists will march to glorious victory; without it many of us will fall by the wayside, victims of our timidity and vacillation, and become the humble serfs of craven masters, who will gloat over our writhing agonies like the tyrants of old were wont to gloat over their helpless slaves. In organization we will find a keen blade that will enable us to cut our way through all difficulties. Enthusiasm, born of a desire that our rights shall and must be protected, is the torch that should light our way by night and by day, and lead us to the victory that right and justice demand should be ours. Organization should be the salvation of laboring men in all the various spheres of life, and but for it they would to-day be like unto the craven slaves crouching at the feet of their despot masters. Organization will compel manufacturers to respect our rights, and when they find that we present a united front with 38,000 retail druggists in our ranks, demanding our rights, they will promptly find means of keeping their goods out of the hands of cutters. The leaven which was set at the organization of the N. A. R. D. in '98 has already commenced to work, as you will notice by the resolution just passed unanimously by the Proprietary Association of the United States in session at New York, and which is as follows:

"Resolved, That the members of this association are in full sympathy and are ready to cooperate with the National Association of Retail Druggists to stop the cutting evil and to require jobbers to confine their sales to the legitimate channels of trade, refusing all orders from department stores and aggressive cutters, and further suggest means for accomplishing this end, that the N. A. R. D. require retail druggists

*Read before the Minnesota Pharmaceutical Association and communicated by the author.

to abstain from substituting for standard proprietary articles, and to require the N. A. R. D. to notify the manufacturers or any jobber who violates his contract in this respect, with a view to removing such jobber from the jobbing list."

I bring you this introductory which deviates somewhat from the topic assigned me because I feel that the druggists here assembled from different parts of the State in locations where they may think themselves free from the evils of department store competition and catalogue business, do not fully realize that they, too, are suffering, and that our cause is their cause, that our victory is their victory. The catalogue business is injuring you as much as the department store is us of the cities, and we ask you of the country to join hands with us in the furtherance of the objects for which the N. A. R. D. has been formed. As individuals we may feel that our influence is for naught, but if we can band together all the retail drug interests of Minnesota and say to the manufacturers, through our National Association, that we will discourage the sale of their goods whenever we can unless they make it possible for us to get a living profit, they will realize that the loss of our good will is greater to them than the profits they may possibly make by catering to the few cut-rate and catalogue houses of the State. We are the natural distributors of their product, and until they take the proper steps which will enable us to get fair prices for their goods they have neither moral nor legal right to complain if we make their conduct towards us cost a valuable part of their business.

Chicago Wholesalers Endorse the Proprietors' Resolution.

The following communication has been sent to practically every proprietor and drug jobber in the United States:

Chicago, July 7, 1899.—To Proprietary Medicine Manufacturers: I am instructed by the executive committee of our association to direct your attention to the following communications received from wholesale drug houses in Chicago:

Chicago, June 23, 1899.—Thos. V. Wooten, Secretary N. A. R. D., City.—Dear Sir: We notice the Proprietors' Association, at a meeting in New York on June 8, adopted a resolution expressing their sympathy with the efforts being made by the National Association of Retail Druggists to "stop the cutting evil." We desire to convey to the National Association of Retail Druggists, through you, an expression of our full sympathy with the spirit of that "resolution." This "evil" can only be remedied by the combined and harmonious action of proprietors, jobbers and retailers. Yours very truly, (Signed) Fuller & Fuller Co. J. Walker Schofield, Secretary.

Chicago, June 28, 1899.—Dear Sir: It gives us pleasure to state that we will be pleased and happy to assist in preventing goods getting into the hands of cutters, and we agree to abide by the resolution passed by the drug association recently, and in every way in our power assist in maintaining the rights of the retail drug trade. Respectfully (Signed), Robert Stevenson & Co.

Chicago, June 27, 1899.—Dear Sir: Yours enclosing Bulletin No. 4, dated June 20, addressed to the members of the National Association of Retail Druggists, received, and in reply would say we sincerely wish you success in your efforts to restore and eliminate cutting of prices from the retail drug business. We would gladly welcome a return to old-time conditions, as we believe cutting of prices not only injures the retailers, but the jobbers and manufacturers, for reasons that are well understood by parties interested. Again assuring you of our best wishes for your success, we are, yours very sincerely, (Signed), Humiston, Keeling & Co., by F. Keeling, Treasurer.

Chicago, June 30, 1899.—Dear Sir: Supplementing conversation the other day with your good self and Dr. Dyche, we but wish to confirm same by giving you our assurance that it shall be our pleasure to co-operate with you towards maintaining the new resolution as recently recommended at the meeting of the Proprietary Association. Wishing you continuous success,

we remain yours truly (Signed), Peter Van Schaack & Sons.

Chicago, June 28, 1899.—Dear Sir: Referring to the resolution adopted at a meeting of the Proprietary Association of America, held in New York City June 8, 1899, we write to say that we are in full sympathy with the efforts of your association to confine the sale of proprietary goods to the proper channels and the purposes of the resolution referred to therefore have our approval. Yours truly (Signed), Morrisson, Plummer & Co.

As the result of conversations and correspondence with the jobbing drug trade, the committee is convinced the sentiments herein expressed are held in common by nearly, if not quite, all the wholesale drug houses of the country; that they reflect the sober judgment of the better class of wholesale druggists everywhere there seems not the slightest reason to doubt.

Very truly yours,

THOS. V. WOOTEN, Secretary.

NEWS NOTES.

TRANSPORTATION TO THE CONVENTION.

The Transportation Committee of the N. A. R. D. is already busy with arrangements for transporting the delegates to the coming convention. It is estimated that from three to four hundred delegates, representing every State in the Union, will assemble at Cincinnati, October 3, in one of the most notable conventions of druggists the country has ever witnessed. The lowest possible rates will be obtained, and every detail of the arrangement for the comfort of delegates will be carefully looked after. All inquiries in regard to transportation should be addressed to Frank H. Freericks, chairman, Grand and Nassau streets, Cincinnati, Ohio.

MARYLAND SPEAKS OUT.

The following resolutions were passed at the seventeenth annual meeting of the Maryland State Pharmaceutical Association, held at Ocean City, July 11-15, 1899.

Resolved, That this association in annual session heartily endorses the action of its members at the last semi-annual meeting when they agreed to affiliate with the National Association of Retail Druggists. It also wishes to express its belief that such an organization is necessary for the welfare of retail pharmacists and views with a feeling of satisfaction the progress this association has made.

Resolved, That the incoming president be instructed to appoint a delegate to represent this association at the first annual meeting of the N. A. R. D., at Cincinnati, October 3-6 next.

Resolved, That the treasurer be instructed to send at once to the treasurer of the N. A. R. D. a sum equal to 25 cents for each member who has not joined a local organization paying a per capita assessment to the national association.

A KENTUCKY ORATOR ON THE N.A.R.D.

At the recent meeting of the Kentucky Pharmaceutical Association, at Chameleon Springs, Mr. Henry A. Fabra delivered an interesting address on "Commercial Pharmacy," which made a decided hit with a number of Cincinnati druggists and others who were present. Among other things, he said: "As we assemble in convention from year to year we need to discuss and formulate plans which will better our condition commercially, which will increase the volume of sales, and especially make a better showing on the profit side of the ledger. Gentlemen, we Americans are a great nation! Commercially we lead the world. The fiscal year just closed will show that we are one of the greatest, if not the mightiest nation on the globe in point of wealth and trade. What has brought this all about? How have we obtained this enviable distinction? Not by brute force, not by intimidation, but by virtue of the fact that we, a reunited people, all of one mind and one purpose, have with diplomacy and intelligence met every issue, and have demonstrated to the world that to attack a single individual subject to this government means to attack the government entire. Now, if such wonderful strides can be accomplished by a government supported by its loyal subjects, why may we not assume that the same result may be accomplished by an association of individuals? Why may we not assume that the National Association of Retail Druggists, 80,000 strong as it should be, as it will be if every druggist in the United States affiliates with and contributes to its support morally and financially, may accomplish the same result, as against a deluded few who, by their erratic business course, have well nigh made our calling a non-paying burden." The principal object in quoting Mr. Fabra's remarks

is to show the need of an organization such as he pictures for the mutual protection of druggists, and it is thought that the day is not far distant when such an organization will be started.

IN BRIEF.

The druggists of Norfolk, Va., encouraged by the action of the Proprietary Association at their recent convention, are considering the advisability of joining the N. A. R. D. Price cutting in Norfolk is so universal and so disastrous that they are casting about with much concern for some relief.

As a result of the action taken at their recent meeting the officers of the Pharmaceutical Association of the State of South Carolina have issued a circular letter to the druggists of their State, in which they urge affiliation with the national association and request remittances in order to swell the fund to be sent by the association to the national treasurer.

President H. A. Small and the other officers of the Nebraska State Pharmaceutical Association are planning a vigorous campaign in their State on behalf of the N. A. R. D. Substantial returns, both in money and influence, are expected as a result of these efforts. There is every indication that by the time of the October convention Nebraska will be thoroughly organized.

One of the recent accessions to the ranks of the N. A. R. D. is the Danbury (Conn.) Druggists' Association. This organization is composed of nearly the entire drug trade of Danbury. The dues of the membership have been paid and a substantial contribution has been sent to the national treasurer. There is very little price cutting in Danbury, what there is being confined to dry goods and grocery stores. The efficient officers are Jas. P. Doran, president, and A. L. Dickinson, secretary.

President Henry P. Hynson has had some very interesting correspondence with the druggists of the Province of Quebec in relation to affiliation by the druggists of that province with the National Association of Retail Druggists. In response to the suggestion made by them, Mr. Hynson writes that he sees no obstacle in the way of their co-operation, and from present indications it is likely these Canadian associations will be represented by delegates at the forth coming convention of the N. A. R. D.

The following extract from a letter written by a western correspondent to the national secretary, though amusing, states in a forceful manner the one great need of the national association: "Say, your bulletins read just like the telegrams from General Otis: Great Victory! Enemy driven back! We are gaining every minute!—but the war goes on and he needs, and we need, reinforcements." Every retail druggist in the United States should be working to organize a local organization in his community, or to strengthen and render more efficient the one that already exists. In this way only is the success of our movement assured.

"AURORA, Ill., July 10, 1899.

"Mr. Thos. V. Wooten, Secretary N. A. R. D.
"Dear Sir—We have been discussing the advisability of joining the association and have this day called on the druggists of our city for the purpose of joining it. I have collected from nine of our druggists one dollar each, which I enclose. Seventy-five cents to go in general fund and twenty-five cents for dues. We expect to get the remainder of the druggists, but find them out of the city; but will report to you later about them. While we have no organization in our city as yet, we work harmoniously together and maintain prices very well. We have strong hope in the National Association of Retail Druggists, and feel satisfied if the retail druggists put up a united front they can accomplish almost everything they may go after. Yours fraternally,
"PETER G. HARTZ."

One of the most active local organizations affiliated with the N. A. R. D. is the Mahoning Valley (Ohio) Association. Under date of July 7 Secretary Carl Brenner writes "At a meeting of our association this morning it was decided by our members that next Wednesday we, as a body, will visit the towns of Girard, Niles and Warren and try to organize associations, having all of them join the N. A. R. D." At their request a supply of literature has been furnished, and several active associations are likely to be the result of this missionary work. To commend this spirit too highly would be impossible. The ultimate success of the N. A. R. D. could be counted on with absolute certainty if every society associated with the national body would adopt the plan of organizing the territory adjacent to them. There is no obstacle in our way that zeal and determination will not remove. The success the N. A. R. D. has already achieved is a standing proof of this statement.

NO DRUG TRUST.

The Movement Collapses.

The Promoter Still Confident.

The following letters, which are self-explanatory, were read by a representative of The American Druggist to Mr. Elliott Burris, of 120 Broadway, who is back of the contemplated amalgamation of the drug trade:

PHILADELPHIA, July 14, 1899.

American Druggist:
Gentlemen—Having received a "Memorandum of agreement between certain wholesale druggists in the United States, the Colonial Trust Company of New York, and Elliott Burris, of the City of New York," in which our name appears, we wish to give notice that same was placed there without our authority. We have never taken the slightest interest in the matter, or replied to any of the many communications received, and we issue this notice that our position may be understood. Yours truly,
(Signed) ROBT. SHOEMAKER & Co.

PHILADELPHIA, July 15, 1899.

American Druggist:
Gentlemen—Will you have the kindness to publish in your next issue the following letter: To the Drug Trade of the United States:
As we have recently been asked by a large number of our friends whether we had authorized the use of our name in connection with a proposition recently sent out by Mr. Elliott Burris, of New York, looking to the amalgamation of the wholesale drug business of this country, we take this opportunity to say that we have never for one moment favorably considered the various propositions which had been sent to us in connection with this subject by Mr. Burris, from time to time, and never authorized the use of our name in connection with it. We do not believe this proposition either practicable or desirable, and would not, under any circumstances that we now know of, become a party to such an amalgamation. Yours truly,
(Signed) SMITH, KLINE & FRENCH CO.,
M. N. Kline, Treasurer.

When the reading had been completed Mr. Burris was politely asked to state his side of the case and was assured that his remarks would be faithfully chronicled.

"I do not care to be interviewed," he said, "and have never sought publicity in this matter. It is hardly likely that I would be spending time and money on the project, which I am doing, if it were not likely to be successful.

"However, as to how any individual member of the trade, or any house in the trade stands in the matter, I have never divulged and I never shall. In fact, I decline to be interviewed on the subject until the newspapers treat the matter in its proper light and show to the retailers that the project of amalgamating the jobbers will be of vast benefit to the said retailers. There have been quite a number of communications sent by me to the wholesale and jobbing drug trade of this country in my work of amalgamating their interests, yet I defy any living man to show anything I have written which is unfair or unjust to any interest—jobbing or retail. I also defy anyone to produce anything in the proposed plan which is impracticable or which cannot be carried out. That all my documents have been honest, straightforward documents everyone in the trade who has received them knows, and I am willing to stand and be judged by them and by the plans of the amalgamation.

"If under this condition of affairs the trade or the members of the press pervert the real intent of my purposes or plans I cannot help it, but I assure you that it will not stop work on the project which is going forward, I firmly believe, to a most successful conclusion."

Cincinnati Jobbers on the Drug "Trust."

The feeling in the Central States is shown by the following circular letter sent out by the Cincinnati jobbers:

We beg to advise you of the results of the inquiries sent out from this city on July 12, asking confidentially expression of opinion regarding the proposed "drug trust."

Of the ninety firms interested fifty-two have favored us with replies. Of the fifty-two reporting, forty are opposed to the consolidation. Five are in favor of it (several of them with modifications) and seven firms will not commit themselves.

At a meeting recently held in Kansas City, at which twenty-six firms were represented, eighteen were unqualifiedly opposed to the combination, and eight desired to stand with the majority. We infer from a letter received from one of the firms who attended that meeting that resolutions were passed expressing disapproval of the plan. Of the answers received by us it is noticeable that outside the O. K. and I, most of them are from the East, the Western firms no doubt feeling that they have already sufficiently placed themselves on record. To sum up, it is evident that the trade as a large majority are strongly opposed to the consolidation, and those of us who have been uneasy lest Mr. Burris should put his plan through to our individual detriment, may, it seems, rest in peace. There is no possibility of it going through, and should Mr. Burris still continue to agitate his scheme it will be a simple matter to obtain forty signatures to a contract in which the signers will agree not to go into the scheme. Respectfully,

(Signed) THE STEIN-VOGLER Drug Co.,
HALE, JUSTUS & Co.,
LLOYD BROS.

Cincinnati, July 17, 1899.

On returning from the conference of jobbers held at Kansas City, July 3d and referred to in our last issue, Chas. F. Vetter of the Richardson Drug Co., former president of the N. W. P. A., expressed himself as follows:

"The national drug trust was virtually knocked out. There has been a movement on foot to organize a trust that would include at least 90 per cent of the jobbers in the United States, and the promoter of the enterprise, Elliott Burris, stated that 66 per cent of the jobbers had signified a willingness to unite. There were twenty-six jobbers represented at the meeting, covering a territory from Chicago to Denver, and from Omaha to Memphis, all being deeply concerned. The proposed plan was thoroughly discussed and the Western jobbers decided unanimously not to go into it. This resolution was adopted:

"Resolved, That we are unalterably opposed to the trust proposition, and will not drop our personal identity and firm standing to become agents of a vast corporation, believing that business is best conducted when it allows the personal identity of the business to be developed as much as possible. We are now able to meet and defeat these trust propositions and allow business to go as it has been going."

The plan proposed was to form a corporation to be known as the National Drug Company, composed of wholesalers of drugs. The company will thus have charge of the distribution of all proprietary articles. In fact, it would be an amalgamation of the distributors. Manufacturers were to be forced into line, and if they refused to market their goods through the trust, central laboratories were to be formed for the manufacture of goods in opposition to the regular manufacturers.

It is stated that the action of the Western men, who handle fully one-fourth of the business of the country, will delay the formation of the trust, and in all probability defeat the proposed combination entirely. The Western men stood solidly against the proposition, and for the present business in this line will continue as it has gone for years past, each man, dealer, jobber and manufacturer, managing his own individual business.

The Kissing Bug in Philadelphia.

The "Kissing Bug" has reached Philadelphia and so far has stung 39 people, but has caused only one death. All those who have been stung are under 30 years of age and over 5. Each hospital seems to have adopted a treatment peculiar to itself. The most satisfactory results so far have been obtained by using an ointment composed of belladonna, iodoform and lanolin, though applications of lead water have proven beneficial in some cases.

The Wellcome Club and Institute.

On Saturday, June 24th, an event was celebrated unique in the history of pharmacy, for on that day, Henry S. Wellcome, of Burroughs, Wellcome & Co., formally opened the Wellcome Club and Institute for the employes of the Burroughs & Wellcome works, at Dartford, England. The club and institute is located in a handsome old-fashioned mansion, which with its surrounding grounds stretching about two miles along the Darent River, was purchased by Mr. Wellcome for this purpose. The buildings comprise a staff club house, which consists of the original manor house, a very handsome residence with square galleried hall in the style of the seventeenth century, which has been fitted up throughout with furniture which harmonizes with its architectural features. This building will be devoted to uses of the staff including the directors of various depart-



HENRY S. WELLCOME,
Of the Burroughs & Wellcome Co.

ments, analysts, etc., or, as Mr. Wellcome puts it, the brainworkers of the establishment, both men and women. One floor of a library building will be occupied by a library of several thousand volumes and in this building there will be several rooms for reading, sewing, writing, etc. All of the library building excepting the library proper and the fourth floor, which is fitted up as a concert and general assembly hall, is devoted to the use of the ladies. Facing this is the tower house containing sitting, smoking, writing, tea rooms, etc., for the use of the male employes. A special building has been erected devoted to baths, lavatories, etc. A long and lofty building situated near the entrance gate has been equipped as a gymnasium. There are a number of greenhouses, three of which are 120 feet in length, palm houses, vineries under glass, etc. The lawns about the house are all as beautiful as only a well-kept English lawn can be, while all the gardens and orchards are open to the members of the club.

Beyond the lawn and gardens are the

playing fields stretching for about half a mile between two branches of the River Darent. Well wooded, with spreading trees, and clothed in fine pasture land stretching to the willowed banks of the boundary streams, these fields form as charming and as picturesque a spot as could be desired for healthful rest or exercise after the day's work is done.

The streams afford admirable opportunities for fishing and boating, and a number of boats are provided for the latter purpose. At one point the main stream widens out into a lake with an island in the centre. On the margin of the lake is situated a Greek temple reached by a pretty river walk circling the expanse of water and sheltered by overhanging trees.

Every employee of the Burroughs & Wellcome Co. was made an honorary member of the club for a week in order that each might decide for himself whether he would become a subscribing member of the club or not. The character of the institution was outlined by Mr. Wellcome in the opening speech at the luncheon, which formed part of the opening exercises, as follows:

Ladies and Gentlemen, the employees of the firm to-day number more than 800 of those assembled here. (Cheers.) People often speak to me with wonderment at the good relations which exist between the firm and employees, and the explanation which I have always been able to give in reply to such comments is that there is mutual consideration. (Hear, hear.) It is and always has been the policy of the firm to consider the welfare of everyone associated with it (applause), and by our bearing, our warmth of feeling, and our interest in the welfare of our employees we have won consideration from them, and we have a corps of employees which, I am proud to say, I believe surpasses any similar body of people employed by any other firm in the world. (Hear, hear, and applause.) By our care in selecting those who possess not only the required talents and qualifications, but who are also in hearty sympathy with us in our work, and by fostering mutual regard we secure not only the hand work, but the heart work of those who are associated with us. (Cheers.) We have not only efficiency among our great chiefs, as in Mr. Sudlow, Mr. Smith and Mr. Weld in the general management, Mr. Williams, Mr. Smart and Mr. Hill of the administrative at the works and laboratories at Dartford, and in Dr. Power, the director of the chemical research laboratories, and Dr. Dowson, the director of the physiological research laboratories (applause), but also expert workers as heads of departments, and again in the personnel of their staffs, and yet again among the rank and file. (Applause.) I must pay a special tribute to the efficiency of the ladies' departments, so ably presided over by the talented lady superintendent, Miss Martin Leake, and ably supported by a highly qualified staff of lady assistants. (Hear, hear.) It is peculiarly gratifying to me to-day in inaugurating this club to feel that I meet with those associated with me heart to heart. (Cheers.) In establishing this club I have had a strong spontaneous expression from the employees that accords perfectly with my own ideas and sentiments that this club should not be regarded as a charitable institution, but should be self-supporting. (Hear, hear, and applause.) I want it to be a resort and meeting place for the promotion of harmony and happiness among the employees—an institution for mental and physical recreation and development, where all shall be knitted closer together in personal friendship. I am certain that a charitable institution, or what is usually so called, is not what we want. (Cheers.) None of the employees of Burroughs, Wellcome & Co., I am thankful to say, are in need of charity. They are self-respecting, self-reliant and self-supporting, and I want them always to continue so. (Hear, hear.) I am doing, and shall do, all I can practically to facilitate the work of organization and equipment. The premises suitably furnished and maintained I am very gratified to offer for the purposes of the club and institute. (Loud applause.) Then I rely upon the members working hand in hand and heart to heart to make a success of this institution on a self-supporting basis. (Applause.) I want to express very strongly the desire that every employee shall become a member of the club and institute, and while we shall have an administrative committee I want every member of the club to regard himself or herself as a member of a grand committee with duties to perform, and I want them to feel that it is essential to the success of this club that all shall bury every self-

ish desire in order to promote the happiness of their associates. (Applause.) We had some beautiful texts this morning during the inaugural service at the church. I want to recall one—"Bear ye one another's burdens." We know that those who seek their own selfish gratification in this world are the least happy, and those who try to bear each other's burdens and to assist each other get the greatest happiness to be found in this life. (Applause.) Following such a course requires self-sacrifice, and I hope everyone will keep this text in view, and that all will endeavor to make each other happy. I cannot sufficiently express to the members of the management at London and Dartford, who have presented me with a golden key with which to unlock the gates of this club and institute, how deeply touched I am by this expression of their kindness. (Applause.) I am always receiving kind consideration and support from these my valued associates. I shall always treasure this jewel.

Another Gift Scheme.

To play upon the charitable feelings of those in the drug trade is an old game of the impecunious who live by their wits, and it was hardly possible that the year 1899 would slip around without some effort being made to turn the kindly interests of the drug clerks' friends into cold cash. During the winter months the little game is generally played by means of a projected "ball," or "reception," or "entertainment," or "raffle," to be given either for a club or association or drug clerk's widow and children, while in the summer the shape taken is that of an "outing," a "summer night's festival," a "clambake," or an excursion.

As a novelty, therefore, the following notice sent out broadcast to wholesale houses, will not occasion much surprise. Luckily for the trade, the Association has been investigated, and those who have not as yet sent any money to Mr. W. S. Healey, at 141 East Twelfth street, can save their remittances by placing them in a very deep corner of their vest pocket. The letter explains itself:

DRUG CLERKS' BENEFICIAL ASSOCIATION OF GREATER NEW YORK.

Officers. Wm. J. Parks, Pres. Jas. Butler, Vice-Pres. Edw. W. Weber, Rec. Sec. W. L. Lebkuehner, Fin. Sec. W. S. Healey, Treas.	Executive Com. George Snyder, C. W. Carr, S. Kingsley, S. Lieberman, Edward Merritt, Jas. Murray, Hugh W. Anderson.
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Address all communications to W. S. Healey, 141 East Twelfth street, New York City.

NEW YORK, July 10, 1899.

Gentlemen—The drug clerks of Greater New York having recently formed a beneficial association are about to hold a summernight's festival at Sulzer's Harlem River Park, on Tuesday evening, August 8, 1899.

Our object in holding this festival is for the purpose of raising funds, so that our Sick and Death Benefit Fund can be placed on a substantial basis without calling upon our members for an extra assessment in order to meet the recent drains upon our treasury.

The occasion promises to be a gala one—the entertainment committee assuring a programme of a most attractive nature.

Inasmuch as the proceeds are to be devoted exclusively to this fund, we are sure the worthiness of this cause will appeal to you, and relying upon your generosity to aid us we have taken the liberty of enclosing to you ten tickets, and trust to be favored with your remittance for the same. I remain yours respectfully, W. S. Healey, Treasurer (Signature typewritten), 141 East Twelfth Street, New York City.

John Oehler, of McKesson & Robbins, knows personally almost every drug clerk of any prominence whatever in this city. In fact, it is even unnecessary to be prominent to be known to Mr. Oehler. The latter glanced over the list of names and the circular, and then said:

"I have never heard of these men or seen their names before, and the whole

thing bears the earmarks of a 'fake.' The only name there at all like that of a drug clerk is 'George Snyder,' and he always uses his full name, 'George St. John Snyder.'"

"The Drug Clerks' Beneficial Association" was investigated by representatives of the house of C. N. Crittenton & Co., and according to Mr. Delano, of that house, was found wanting. Mr. Delano said:

"We were requested by friends to look up the matter and did so, with the result that we advised people that the whole thing was a fraud. The address given by Treasurer Healey, whom none of our salesmen know, is a Raines law hotel. The bartender there said that Mr. Healey merely called occasionally for his mail. He had once stopped there for a few days, but it was a long, long time ago, and the place was not his residence. This stamped the entire matter for us, and we dropped all further consideration of it."

But the finishing touch to the little scheme was obtained at Sulzer's Harlem River Park by a representative of The American Druggist. A clerk at his solicitation looked over the books and said: "The Drug Clerks' Beneficial Association of Greater New York has not engaged our park for August 8th, or for any other date. We do not know the organization nor anything about them."

Several of the officers of the Pharmaceutical Clerks' Association of Greater New York, which is the representative organization among the retail drug clerks of this city, deny all knowledge of the so-called Drug Clerk's Beneficial Association, or of the alleged drug clerks who compose it. In the absence of E. A. Keefer, secretary of the representative organization, A. Robinson, who is the registrar of the Association, said to an American Druggist representative:

"We have received several inquiries regarding this alleged Association and the summer night's festival it is supposed to give in August, and we have cautioned those we have seen not to invest a dollar in the enterprise in any way. We do not know any of the clerks who are supposed to be connected with it. We have never heard of the organization except through its begging letters, we do not believe that it exists as an organization except in the minds of the men who hope to profit by it, and we regard it, in fact, as merely the scheme of one or two men at the most who make money through misrepresentations."

Wisconsin's Governor Emulates Governor Tanner.

At a meeting of the Milwaukee Pharmaceutical Association, held on July 13, a committee consisting of Christian Widule, William Barr and D. R. Jones was appointed to draft a resolution calling on Henry C. Schranck to resign from the State Board of Pharmacy. During the discussion Governor Scofield was strongly condemned for slighting the Wisconsin Pharmaceutical Association which sent the names of H. G. Ruenzel and Robert M. Dadd, of Milwaukee, and F. W. Thiemann, of Sheboygan, to the Governor last year with the request that one of them be appointed to the next vacancy in the State Board. The objection to Mr. Schranck is that he has gone out of the drug business and is no longer identified with it. In the heat of the discussion the

Governor was charged with doing the bidding of professional politicians in making the appointment. Mr. Schranck has served two terms on the Board to the full satisfaction of the druggists of the State. The Governor makes the defence that he has followed out the law by appointing a person who has been recommended by the State Association. Mr. Schranck was highly recommended when first appointed.

An Event in Pharmaceutical Journalism.

After thirty-one years of continuous and brilliantly successful service as editor of the London "Chemist and Druggist," Alfred Charles Wooton, Ph.C., retired on July 1st at the comparatively early age of fifty-five. The event was celebrated by a dinner given him by his colleagues on that journal at the Castle Hotel, Hampton Court, on the evening of June 27, which was presided over by Henry Walker, the publisher of the "Chemist and Druggist." The hosts were George Anderson, Edward Bush, William Chalmers, Peter MacEwan, A. C. Meyjes, J. R. Raper, Henry Walker and S. W. Wooley.

There is probably no pharmaceutical journalist now living whose influence has been greater than that wielded by Mr. Wooton and there is certainly not one who has so long, so ably and so consistently devoted himself to the betterment of the conditions of his craft. Mr. Wooton is not only an excellent pharmacist, a linguist of no mean ability and an editor of rare and discriminating judgment, but he is possessed of literary gifts of a high order and is a most able, polished and forceful writer. Moreover, Mr. Wooton is gifted with a singular charm of manner which has won him many warm personal friends in the drug trade. Indeed, there is a movement on foot in London to present to him some public testimonial, a movement with which several of the leading Anglo-American residents, including John Morgan Richards and Henry S. Wellcome are identified.

Mr. Wooton's successor as editor of the "Chemist and Druggist" is Peter MacEwan, Ph.C., author of "Pharmaceutical Formulas," who has for many years been associated with him as assistant editor. Mr. MacEwan's excellent work in the past, both in the columns of the "Chemist and Druggist" and in the books issued by that journal, including "The Art of Dispensing," "Pharmaceutical Formulas," etc., proves him to be a man of signal ability and a worthy successor to so able an editor.

Both Mr. Wooton and Mr. MacEwan have many friends on this side the Atlantic who will join with us in hearty congratulations to the one upon being able to lay down the burden of editorship while still young enough to enjoy his well-earned leisure, and to the other upon having attained while still a comparatively young man the highest place in his profession in England.

Have We a Box Trust?

Four of the leading pill and powder-box manufacturers in the United States have simultaneously announced an advance on the price of pill boxes, which, in the case of Nos. 29 to 31, amounts to about 17 cents per gross, while in other lines the advance is equal to about 10 per cent over prices ruling heretofore.

Pharmaceutical Associations.

BRIEF NOTES OF STATE MEETINGS.

The Social Features Predominate—All Unite in Supporting the National Association of Retail Druggists—Pure Food Laws Attract Attention.

Maryland.

The seventeenth annual meeting of the Maryland Pharmaceutical Association was held at Ocean City on July 11 to 14, President R. S. McKinney, of Taneytown, presiding. The opening meeting was held on Tuesday evening, July 11, no business being transacted except the formal opening exercises, including an address of welcome by J. P. Moore, and a response by Dr. A. J. Corning, of Baltimore. On Wednesday President McKinney read his annual address, the main feature of which was an urgent appeal for the enactment of an "All-State Pharmacy Law." This was followed by a brief address by Governor Lowndes, and Mr. Hynson took occasion to direct the Governor's attention to the need of legislation to regulate the practice of pharmacy.

Dr. A. R. L. Dohme submitted a report as chairman of the Executive Committee, while Charles H. Ware reported as secretary, and Prof. E. M. R. Culbreth as treasurer of the Association, these various reports showing the organization to be in a flourishing condition. Papers were submitted by H. P. Hynson, August Schrader, W. C. Powell, Charles Caspari, Jr.; Charles H. Ware, R. S. McKinney, Charles Schmidt, John F. Hancock and Dr. Dohme.

The Association adopted a uniform price-mark for marking prescriptions, and endorsed the movement to secure the enactment of a pure food and drug law. The following officers and committees were elected:

Dr. A. R. L. Dohme, Baltimore, president; C. C. Watts, Hagerstown, first vice-president; John M. Weisel, Baltimore, second vice-president; Dr. W. Michael, Towson, third vice-president; Charles H. Ware, Baltimore, secretary; W. M. Fouch, Baltimore, treasurer.

Executive Committee—J. Webb Foster, Baltimore, chairman; A. Eugene De Rieves, Cambridge, and John G. Beck, Baltimore.

Delegates to the Convention for the Revision of the United States Pharmacopoeia—Prof. Chas. Caspari, Dr. A. R. L. Dohme and H. P. Hynson.

Delegates to the American Pharmaceutical Association at Put-in-Bay, O.—J. Webb Foster, W. C. Powell, Snow Hill; J. G. Beck, A. A. Quandt, Baltimore, and Louis Schulze.

Much interest was excited by an attack by a Philadelphia medical journal upon a Baltimore pharmacist on the charge of substituting atropine for homatropine in a prescription. The evidence showed that the fault was in the original bottle, half of the contents of which consisted of the unaltered atropine. A committee was appointed to lay the facts before the journal in question and request a retraction of the charge.

The next meeting of the Association will be held at Baltimore shortly before the date for the convening of the legislature.

Maine.

The thirty-second annual meeting of the Maine Pharmaceutical Association was opened at Portland on July 7 and concluded at the Bay of Naples Inn on

Sebago Lake the following day. The meetings were presided over by President W. A. Robinson, of Auburn. The following officers were elected for the ensuing year: President, A. M. Robinson, Bangor; first vice-president, H. Boynton, Biddeford; second vice-president, C. M. Hay, Portland; third vice-president, W. S. Clerks, Houghton; Secretary, Dr. L. M. Porter, Danforth; treasurer, W. C. Drew, Portland.

Rhode Island.

The Rhode Island Association has two meetings annually, one during the winter when the election of officers takes place and scientific papers are presented, and one during the summer, which is mainly devoted to having a good time. The latter event took place at the Hauterive Club, Riverside, on the afternoon and evening of July 12. A preliminary business meeting was held, when delegates to the N. A. R. D. convention were appointed and the following elected to membership: Alfred Lamareux, of Quinick; Thomas S. Dwan, of Central Falls; W. H. Boardman, of Lonsdale; Joseph C. Ross, of Woonsocket; Fred H. Jones, of Central Falls; George R. Powell, of Providence; R. L. Rattey, of Pawtucket, and William Dunning, of Providence. A shore dinner was served immediately after the business meeting.

The event of the afternoon was the baseball game between the drug clerks and the drummers, the latter losing.

The State of Washington.

At the annual meeting of the Washington State Pharmaceutical Association, held at New Whatcom July 12th to 14th, under the presidency of J. H. Day, of Dayton, the association decided to join the National Association of Retail Druggists.

The following papers were presented: "Pharmacy Yesterday, To-day, To-morrow," Miss Alice Summers, of Marysville; "Competition, Trusts and Associations," Dr. Bolink, Seattle; "Objects of the Pharmaceutical Association," F. J. Felz, Seattle; "Our Credit System," Dwight Darling, Everett; "Pharmacy Legislation," P. Jensen, of the State Board of Pharmacy, Steilacoom.

The election of officers resulted as follows: President, Walter St. John, Tacoma; vice-presidents, David Wall, Vancouver; W. G. Wyncoop, Tacoma; F. J. Felz, Seattle; secretary, W. P. Bonney; treasurer, William Duenkell. The choice of the next place of meeting was left to the Executive Committee.

Officers and Examiners for Quebec.

At a meeting of the council of the Pharmaceutical Association of the Province of Quebec, held on July 6th, the following officers and Board of Examiners were elected:

Alexis Robert, Montreal, president; J. Emile Roy, Quebec, first vice-president; J. E. Tremble, Montreal, second vice-president; C. J. Coverton, Montreal, treasurer.

Major and minor board of examiners—W. H. Chapman, J. R. Parkin, A. J. Lawrence, H. R. Lanetot, Montreal; R. W. Williams, Three Rivers; J. Emile Roy, Quebec.

Preliminary board of examiners—Prof. J. O. Cargrain, of Jacques Cartier Norman School, Montreal; Prof. Isaac Gammell, of the High School, Montreal, with J. E. Dube, of Quebec, as supervisor, for the city and district of Quebec.

The Indiana Board.

The Indiana Board of Pharmacy held a three-days' session at Indianapolis, beginning on July 12th. About 3,500 applications for certificates were passed upon favorably, and about \$7,000 received in fees. Certificates will be issued to the successful applicants as far as possible, considering the large amount of labor involved. Action on all applications in dispute was deferred until the next regular meeting of the Board, which will be held three months hence.

This is the first meeting of the Board since the Pharmacy law was enacted, and the members are gratified at the prompt application of pharmacists for certificates, and say it is indicative of the interest taken in the law by pharmacists all over the State. While the Board says it will allow the pharmacists plenty of time in which to make application and register, the law will be rigidly enforced, it is said, as soon as all pharmacists have had opportunity to register. It is anticipated that some of the fees will have to be returned to pharmacists who fail to come up to the requirements for registration.

The Michigan Board.

The Michigan Board of Pharmacy held a meeting at Star Island, June 26-27, 1899. There were 93 applicants present for examination, 68 for registered pharmacist certificate, and 25 for assistant papers; 20 applicants received registered pharmacist papers and 15 assistant papers. Following is a list of those receiving certificates:

Registered Pharmacists—E. O. Bertram, C. G. Becker, J. P. Cotter and C. A. Duerr, Detroit; F. R. Dunning, Kalamazoo; Geo. Eckel, Petosky; Von W. Furniss, Nashville; O. Gorenflo, Detroit; T. A. Goodwin, Ithaca; O. Haarer, Ann Arbor; R. Hicks, Dollar Bay; W. A. Hagen, Muskegon; O. B. Jerrels, Ithaca; P. Kephart, Berrien Springs; C. A. Learn, Marlette; F. W. Mayer, Detroit; O. R. Morse, Sanilac Center; C. G. Trumble, Jackson; P. L. Woodmere, Detroit; J. A. Wolfinger, Sturgis.

Assistant Pharmacists—W. F. Anderson and G. J. Backoff, Detroit; G. N. Cox, Hart; M. J. Cloonan, Pontiac; J. G. Hall, Olean, N. Y.; O. D. Hudnutt, Hanover; C. W. Hibbard, Ann Arbor; J. E. McDonald, Detroit; D. W. Paton, Almont; C. B. Pettibone, Farmington; J. E. Rusterholz, Sturgis; F. P. Seabury, Paw Paw; L. F. Steenman, Howard City; P. S. Seibert, St. Johns; O. C. Wheeler, Ann Arbor.

The next meeting of the Board will be held at Houghton, August 29-30, 1899.

Sunk by Seabury's Absorbent Cotton.

Advices recently to hand report the loss during a storm of the four-masted ship John R. Kelly, plying between New York and San Francisco, via the Horn.

The ship, it is rumored, would have weathered the storm had it not been that she carried a large quantity of Seabury's Absorbent Cotton, which, becoming wet, instantly carried the ship to the bottom of the Pacific.

Pittsburg Druggists Act.

The Western Pennsylvania Retail Druggists' Association, which comprises the retailers of Pittsburg and Allegheny City, has sent a copy of the appended letter to the secretary of every association of retail druggists in the United States:

PITTSBURG, Pa., July 6, 1899.

Dear Sir—This letter is printed for the special purpose of calling your attention to the important fact that the fight against Cuticura and Ripans, instituted by the members of this association, is still in force, and while we have at times felt inclined to call upon you for assistance and ask you to follow the good example set for you by the druggists in western Pennsylvania we have deferred doing so, hoping that the manufacturers of these remedies would at least recognize the justice in the action of this association and acquiesce to the demands of its members.

The time is now ripe for unanimous action by the retail druggists of America, and we now appeal to you to Act at Once against all the Cuticura remedies, for the reason that the Potter Drug and Chemical Corp. refuse to co-operate with the retail druggists and are at the present time advertising in all the Pittsburg newspapers department stores and one combination cut-rate drug and department store as the distributors of their remedies. We therefore ask you to Stop Selling all the remedies manufactured by this corporation. Stop at Once and ask your jobbers to do likewise.

We have stopped selling Ripans, because we refuse to buy five gross of any five-cent patent medicine, and to buy in less quantities we must pay 48 cents per dozen, which is the retail price advertised by the Ripan Chemical Corporation. As their tabules are now for sale at cigar stores, barber shops and beer saloons, we feel that it is only necessary to say to you that we have stopped handling them to obtain your consent to do the same.

We sell headache powders, but, on account of the fatal results attributed to them by coroners' juries, and as a result of these verdicts many suits have been entered by relatives of the deceased against the druggists selling the powder, and as the manufacturer thereof has so far refused to stand by his own preparation and guarantee the druggist against loss of time and money through defending these various cases, many druggists without malicious intent, but to safeguard the purchaser and their own business interests, stamp every headache powder with a notice similar to the following: "We are not responsible for the action of this medicine and caution the patient not to take it in larger doses or oftener than indicated by the printed directions." Do as you please about using this.

Just a moment, please—Don't think because you have not heard from us that we are idle, not much; we are kept busy attending to the many details of one of the most successful retail drug associations in the country. Don't forget that we are working with all our might to better the conditions of the retail drug business; we want your help. Don't stop at resolutions—Act. Act Quick; return all your present stock of Cuticura and Ripans to your jobber and simply stop selling them until the proprietors recognize the druggist as the legitimate distributor of their commodities, and will agree to protect them against department stores and aggressive cutters.

May we have the pleasure of an early reply as to the disposition of the members of your association and the views of the druggists in your vicinity? E. C. GARBER, Secretary.

A Co-operative Jobbing House in Baltimore.

John G. Bech was elected chairman at a meeting of retail druggists of Baltimore who favor the establishment of a co-operative jobbing houses in Baltimore along the line of the similar houses in New York and Philadelphia.

It is proposed to assess each member receiving benefits from the jobbing house \$250, and the membership is to be about fifty, making the total assessment \$12,500. Druggists who deal at the proposed jobbing house will have to pay cash for their goods. Those opposed to the scheme claim that the house cannot be stocked for \$12,500, and assert that a well-stocked house of the kind would mean an outlay of not less than \$100,000, and possibly as much as \$150,000.

NEW YORK NEWS NOTES.

O. G. Bell, president Norwich Pharmacal Co., is in town for a few days on business.

E. E. Bruce, of E. E. Bruce & Co., Omaha, Neb., was in the city recently on a business trip.

Thomas G. Delano, first vice-president of C. N. Crittenton & Co., is spending a few days at his country seat at East Hampton, L. I.

Andrew B. Rogers, of Rogers & Pyatt, sailed for Europe on the St. Paul on the 19th inst. He goes abroad in search of much needed rest and recreation.

Recent visitors to the city included Mr. Rosengarten, of Rosengarten & Sons, Philadelphia, and Mr. Davies, of the Henry Thayer Co., Cambridgeport, Mass.

A. Cressy Morrison, advertising manager of Scott & Bowne, who has been sick at the Hahnemann Hospital for the past few weeks, has returned to his office. He is completely restored to health.

E. Krutch, of the Sanford, Chamberlain & Albers Co., Knoxville, Tenn., passed through New York Saturday on his way to the Maine coast, where he will spend the summer vacation with his family.

Arthur A. Stillwell, the essential oil dealer who is credited with being a great wheeling and golf enthusiast, is reported to have recently made the run from Long Island City to Amagansett, which is almost a hundred miles.

All of the boys in the drug trade are expecting a big mess of fish some time this month, for M. J. Breitenbach, of M. J. Breitenbach & Co., has gone to Eastport, Me., on a fishing trip, and the news of his prowess with rod and reel has been spread broadcast.

One of the only houses in the drug trade to remember the wiping out of Cervera's fleet and Santiago Day—July 3—was the New York Quinine and Chemical Works, of 114 William street. A profusion of flags and bunting gave the establishment a gala appearance.

Among the recent visitors to this city was S. C. Durban, of the Alexander Drug Co., of Augusta, Ga., who is purchasing supplies to replace those burnt up in the destruction of his store by fire some weeks since. Mr. Durban is very prominent in pharmaceutical circles in Georgia, and has for many years been a member of the Georgia Board of Pharmacy.

Karl Behrens, the well-known Brooklyn pharmacists, of Sands and Jay streets and 231 De Kalb avenue, has made a great record for himself this summer in the Catskills as a disciple of Izaak Walton. He has caught more of the finny tribe and larger specimens of speckled trout than anybody in the neighborhood of Palenville for years. And the best of it is that those who have been presented with specimens say they taste as good as they look.

E. C. Frisbie, of the well-known jobbing house of Talcott, Frisbie & Co., Hartford, Conn., sailed for Europe on the St. Paul on the 19th inst. Mr. Frisbie was accompanied by his wife, and goes abroad for a pleasure trip of a few weeks. The esteem in which Mr. Frisbie is held by the drug trade of the country was shown in his cabin, which was literally packed with floral gifts from friends, not alone in the metropolis and in Hartford, but from the West and South as well.

Harry Sharp, of Sharp Bros., Atlanta, Ga., is taking a much needed rest, and for the present is making New York his headquarters. Mr. Sharp was the first person appointed a member on the Georgia Board of Pharmacy, and has been always very active in the affairs of the Georgia Pharmaceutical Association. He has an excellent drug business, to which he has been paying such devoted attention that his health has become impaired, and he has come North with Mrs. Sharp under his physician's orders.

Among the visitors registered at the Drug Trade Club during the past fortnight are the following: F. N. Thomson, with G. W. Schwarz; Fred T. Hackett, with J. E. Phelps Stokes; E. M. Barlow, of Burlington, Vt., and Mrs. Barlow; Charles P. Jensen, of Alameda, Cal., with J. W. Hopping, of Seabury & Johnson; W. B. Montgomery, N. J., with R. W. Phair; J. E. Allan, of Allen & Pfeiffer, St. Louis, and J. L. Hopkins, of J. L. Hopkins & Co.; C. W. Snow, of C. W. Snow & Co., of Syracuse; Charles West, of West & Jenney, Boston; L. M. Barrett, of L. M. Barrett & Co., Chicago, and N. M. Eicke, of Scranton, Pa.

The baseball teams composed of employees of Riker's retail drug establishment at Twenty-third street and Sixth avenue, and the employees of Hegeman's, at 196 Broadway, had an interesting game of baseball at New Dorp, Staten Island, on the Fourth. Messrs. McGann and Whitehill were the umpires, and their safe return to New York was regarded as something most unusual. At the end of several hours of good playing the score stood: Riker's team, 23 runs; Hegeman's, 10 runs. It is intended to play a return game before the end of the season.

F. E. Himrod, of Himrod's Asthma Cure, is the owner of the Lamartine Mine in Clear Creek Canon, near Idaho Springs, Colorado, and devotes a portion of his time to looking after his interests in that section. While spending a few weeks out there recently he was riding along the side of the railroad track, near Forks Creek, when the bank gave way and he was pitched head foremost toward the stream, but he caught his foot on the rail and saved himself. His bicycle was lost, together with some valuable lenses, which he was carrying for photographic purposes. Mr. Himrod said afterwards that it was the closest to death he has ever been.

Geo. B. Jones, of Nostrand avenue and Prospect place, Brooklyn, has recently been granted a post office sub-station, vice F. L. Downs. The matter has caused a good deal of comment, but the excuse made by Postmaster Wilson is that while he had first promised the sub-station to Druggist Downs, Mr. Jones showed that he in reality had a better claim to the consideration of the Government in the matter, since he had acted for a long time as stamp agent. Under the circumstances the postmaster felt justified in making the change, particularly since Mr. Jones agreed to reimburse Mr. Downs for any expense he had been at in preparing the fixtures for the sub-station.

A tall, well-dressed man purchased a stamp in the drug store of Leo W. Geisler, at 915 Amsterdam avenue, one Sunday afternoon. He carried an overcoat over his arm, and as he was going out Geisler thought he saw him take a bottle of patent medicine off the counter and put it in his pocket. The following night the man again made a small purchase in the store. In going out this time Geisler plainly saw him put another bottle in his overcoat pocket. Geisler ran after the man and accused him of stealing, and the stranger told him to look in his pockets. Then, as Geisler took the overcoat, he started on a run up Amsterdam avenue, Geisler pursuing. Detectives McManus and Maher joined in the chase and caught the man at 107th street. On the way he had dropped a bundle containing three bottles of a tonic. They were identified as Geisler's property. The man described himself as John K. Kingsley, 60 years old, a salesman, of 176 Garden street, Hoboken. He was locked up.

Ed. G. Wells, of M. J. Breitenbach & Co., accompanied by his wife, started on Saturday, the 15th inst., on what is probably the longest and most extended vacation tour that anyone in the drug trade is taking, with the exception, perhaps, of John McKesson, Jr., of McKesson & Robbins, who is touring awhel in Europe with his wife. Both Mr. and Mrs. Wells have their wheels with them, and fully half of their long trip will be made on the bicycle. They left for Vermont, go up through New Hampshire, into Maine, then up into the Province of New Brunswick, stopping, of course, at St. John and viewing all the pretty points on the St. John River, and then going west to British Columbia and landing finally at Sagay River, where Mr. Wells expects to do some salmon fishing. The return trip will be made by way of the St. Lawrence River, Alexandria Bay and the Thousand Islands, until Montreal is reached, where Mr. Wells will probably stop a week or so, as the house of M. J. Breitenbach & Co. has a branch there. It is believed that from one to two months will be consumed in the trip.

BOARD PROSECUTIONS.

Magistrate Healy dismissed the case against Emil Schultz and Henry Liebermann, the Newtown grocers who were charged with violating the pharmacy law of New York City. Conway, an inspector of the Board of Pharmacy of New York City, testified that he went into Schultz's grocery, on Wyckoff avenue, and purchased a bottle of pepsin salts and some magnesia last December. Conway also said the only drug store in the vicinity was one-quarter of a mile away.

Magistrate Healy stated that he believed the statute was passed in order to prevent the compounding of drugs by other than licensed pharmacists. It was not intended to prevent the sale of simple remedies, such as castor oil or alcohol.

The attorney for the inspector stated that if it was desired to push the matter, no grocer could sell such articles unless he kept a licensed pharmacist in his store.

The magistrate thought so strict a construction of the statute would work injury, and he refused to hold the defendant.

Christ Rabb was held for a future examination, as his place of business was advertised as a drug store.

NOTABLE NEW YORKERS.

In the new book of "Notable New Yorkers" which has just left the press, are portraits of the following gentlemen under the heading "Drugs and Chemicals": Samuel W. Fairchild, of Fairchild Bros. & Foster; Horatio N. Fraser, of Fraser & Co.; Theodore Weicker, of Merck & Co.; Lyman Brown; George J. Seabury, of Seabury & Johnson; John L. and Wm. J. Riker; John Carnrick, of Reed & Carnrick; Wm. N. Clark, of Schieffelin & Co.; Samuel W. Bowne, of Scott & Bowne; Robert A. Chesebrough, of the Chesebrough Mfg. Co.; Brent Good, president of the Carter Medicine Co.; Bernhard G. Amend, of Eimer & Amend; Carl H. Schultz, the mineral water man; Ewen W. McIntyre, of Ewen McIntyre & Son, and Edward L. Milhau, of John Milhau's Son.

AN EXPORT OPPORTUNITY.

One of the interesting visitors to this city during the past fortnight was W. R. Cassels, of Cassels & Co., Buenos Ayres, and King, Ferreira & Co., Rio de Janeiro, who was here looking into the possibilities of extending the trade between those points and the United States. At present the larger proportion of their supplies of manufactured goods is drawn from Europe, but some of the merchants there are very favorably impressed with the excellent style in which American pharmaceutical specialties and patent medicines are put up, and Mr. Cassels is investigating, among other things, the possibility of introducing the American bottles, labels, etc., for the use of local proprietary manufacturers. Several American manufacturers, including Scott & Bowne, J. C. Ayer & Co., Lanman & Kemp and, latterly, the H. H. Warner Safe Cure Co., have established factories in both Rio and Buenos Ayres, where their specialties are made so as to avoid the high duty which has been imposed upon foreign proprietary remedies and toilet goods, with a view to fostering the interests of the local proprietors. As a rule the preparations made locally are not put up in an attractive manner and are not vigorously pushed. The French pharmacopoeia is the standard in both Brazil and Argentina, and French proprietary medicines have the greatest popularity with the exception of those made by the firms above mentioned. Mr. Cassels has had an interesting career. He is of English parentage, was born and reared in Portugal, came as a youth to the United States and entered the employ of the J. C. Ayer Company, going out to Rio for this concern thirty years ago. After establishing his house firmly in Rio he went to Buenos Ayres, where he has been for the past fifteen years. His house imports specialties of all kinds, including hardware, groceries, druggists' specialties and sundries.

Merck & Co.'s Pharmacy.

In pursuance of the plan outlined in an interview published in The American Druggist for May 10, Merck & Co. have issued an announcement that their pharmacy has ceased to fill orders save from pharmacists established in business. The circular sent out reads as follows:

To the Pharmacists of the United States: The Merck Pharmacy, from this date, no longer serves the public nor the medical profession on prescription orders, nor on calls for supplies of any sort. All orders or calls of this character must hereafter come from established pharmacists.

The Merck Pharmacy hereby becomes exclusively what it always has been, chiefly and primarily, a pharmacy for pharmacists.

In this exclusive scope we hope to be able to serve our profession still more efficiently and satisfactorily, even than hitherto.

Every feature of our plan and work will continue to be open to personal examination by all pharmacists. Such inspection is cordially invited, and we are confident of making it to each visitor an occasion of interest and pleasure.

Fraternally, the Merck Pharmacy for Pharmacists, Merck & Co.

At the last session of the Georgia Legislature an act was passed requiring pharmacists to pay a State professional tax in the way that physicians are now taxed. This prevents the towns from charging a license tax on pharmacies, but some towns are trying to even up matters by increasing the tax on side lines.

WESTERN NEW YORK.

Buffalo, July 20.—"The best month I ever had in this store was last June," said an old druggist, who has been in his present location a good long while. July is a trifle more unsteady, but is doing fairly well. It is pleasant to be able to record anything favorable in the drug trade, it is so much cut up these days, partly on account of competition from the grocery and department stores, but mainly, it must be confessed, by the multitude of druggists themselves. The business is an unusually neat and taking one, so there are plenty of people willing to make just a living out of it, even if it is not a very round one, and others will fairly starve year after year because they are committed to the business and are moreover hoping that it will improve before long. The fact that June did so well by the trade, just because it happened to be a big convention month here, shows that the main cause of small sales is the cutting of the patronage in two so many times. This will always happen in this business, though there are members of the trade who develop a certain sort of enterprise that stands for more than their mere drifting neighbors are capable of and they make money. It is a good deal so in all sorts of business.

A College Paper.

There is to be a Buffalo college paper, devoted to the interests of the medical, pharmaceutical, dental and law departments of the university, or at least such is the plan. The paper will be called "The Bison" and is in the hands of A. Richmond Tower, editor in chief and business manager, and Herbert W. Taylor, managing editor. These ambitious men are recent graduates of Rochester University, where they have conducted an undergraduate paper. They are now soliciting the support of anyone having an interest in the university. If there is not sufficient encouragement they will probably give up the enterprise. From the name, as it does not cater to university ideas to any certain extent, it has been surmised that it may assume a more general character when started than is suggested by the managers at present.

Where Shall One Go?

A Buffalo druggist is hard at work studying out the problem of a summer vacation. He has had an experience that naturally makes him cautious. Last summer he went to Atlantic City. He happened to arrive there just when the sun was hot enough to blister sole leather and he immediately went down to the beach for a bath. It was the thing to do, of course. Everybody else bathed. Most of them, if they were unused to sea bathing, came out about the color of a boiled lobster, but it was the fashion and that was enough. The Buffalo druggist did not call a doctor when he had tried the blistering sands, but some people he knew did, and he will still show you the places where he was scorched. They are just as plain as they were a year ago. So he sits down, looks at his railroad pass to the famous resort and then shivers.

NEWS NOTES.

The Erie County Board of Pharmacy has adjourned until September, according to the usual custom.

The Buffalo druggists are making preparations for the annual outing and clambake on Grand Island. The date is not fixed.

The adjustment of the fire loss at the drug store of Stoddart Bros. has been finished. The loss figures a fraction over \$24,000. The adjusters were D. M. Cowan, of Plimpton, Cowan & Co., and Joseph H. Bowen, of New York, with Dr. W. G. Gregory as referee.

MASSACHUSETTS.

Boston's Newest Store.

All that Money and Art Can Do.

Boston, July 20.—About the time that this issue reaches our readers the new store of the Jaynes, Chapin Co., at 143 and 145 Summer and 8 South streets, will be opened to the public. At the present time it has so far reached completion that an excellent idea of its arrangement can be obtained. The plans originated with Messrs. Jaynes and Chapin, and several architects who have looked them over approve in the highest terms of the results which have been achieved.

The floor is of dark and light marble in large squares. The fixtures are of mahogany. As one enters at the corner door there will be found on the right a confectionery counter, next on the same side is the fancy goods department, and on the extreme end cigars will be sold. The rear counter is devoted to crude drugs and back of this is a little room containing 200 drawers for herbs. In the rear of the store and in the South street side is an alcove to be used as a waiting room by patrons. On the left of the store and facing South and Summer streets, is a 15-foot fountain, designed by James W. Tufts, with a root beer arrangement in the centre. The fountain has 28 syrups, is to be surmounted by large mirrors and lighted by cut-glass globes. The marble counter measures with the turn some 32 feet and the fountain floor is of concrete, with special arrangements for drainage. The fountain sets out from the wall so as to allow access to the floor in the rear for icing purposes. At about the height of one's head in this recess is a second floor to another little room entered by a regular refrigerator door and here will be kept the syrups in large copper, tin-lined tanks holding from three to ten gallons. The room holds twelve of these containers and is iced from above. There is an original idea connected with the door to this little room. On throwing back the fastener it turns on the current for the electric lights inside. The ice and soda fountain supplies are to be conveyed to the fountain by means of an elevator and all icing will be done out of view of the customer.

On the same side with the fountain, but towards the rear of the store are recessed shelves for patent medicines, with a counter in front. These shelves also set out from the wall, allowing a passage way for carrying goods from the cellar to the rear of the store or vice versa, unobserved by customers. Beyond the recessed shelves and at the rear of the store is a little room containing a sink with hot and cold water, a locked poison closet, a large safe and stairway to the gallery. This latter runs on the South street side, in the rear, and on the other side from the back up as far as the soda fountain. Right in the corner by the fountain is the manager's office, which affords a view of the whole store. The balance of the store portion of the gallery will be reserved for storage purposes, excepting the window

on South street, corner of Summer street, which will be devoted to displays and will afford a commanding view of Summer street. This will be a novelty. In the rear of the gallery, just over the herb room, is the prescription department. This is away from the bustle of the store and is fitted with hot and cold water, gas and electric lights.

The ceiling is of steel and is finished in white, yellow and gold and presents a very rich appearance. The establishment will be lighted by arc lights in the body of the store and at the entrances and with incandescents in the windows. Electric fans will keep the air in motion on sultry days.

The cellar is 30 by 80 feet. In the front there is a large refrigerator which extends under the sidewalk for holding ice, milk, eggs and the like. The electric light and power facilities are also found here as well as the steam arrangements, tanks for heating water with live steam, jacketed kettles and so on. Under the sidewalk, on the South street side, will be located a locked room for the storage of goods, such as cigars and alcohol. The main body of the cellar will be used for storage and manufacturing. There is also a large iron safe for the storage of expensive goods. The toilet rooms are in this part and each is supplied with hot and cold water, and there are sinks with the same convenience.

Goods will be taken in at the rear through an entrance entirely separate from the main store to an elevator, whence they go to the cellar. Altogether this latest addition is a store of which the Hub may well be proud; it will also take the eye of the connoisseur and appeal to him from the standpoint of novelty and convenience.

MASSACHUSETTS ITEMS.

Epstein, of 20, is soon to locate at No. 12 Tremont row.

A new store is to be opened at Brockton by Edward Cox, Jr., and J. L. Owens.

Joseph Williams has bought the Barrell store at Lynn. Mr. Barrell will remain as clerk.

The store of Broad & Co., Lynn, was burglarized recently. Postage stamps and \$10 in cash were taken.

Maurice O'Donnell has just opened his third store in East Cambridge. This last venture promises to be an attractive stand, at the corner of Cambridge and Sixth streets. The furnishing is all first class, including a fine onyx apparatus of James W. Tufts' manufacture.

The aldermen of Medford created considerable surprise by refusing at a recent meeting to grant sixth-class licenses to the local druggists. It is said that this decision will both inconvenience and disappoint the public. The petitioners were John A. Morgan, Charles W. Smith and Olive R. Highley.

The Board of Registration in Pharmacy held meetings for examinations May 24, 25 and 26. Thirty-seven candidates appeared, and the following were granted certificates: John F. Walsh, George R. Wiley, Boston; Mary O. Phelan, Lowell; Chester B. Wood, Newton; William W. Ferrin, Portsmouth, N. H.

Some time ago the Fitchburg Board of Aldermen granted a number of sixth-class licenses to druggists of that city, but A. S. Cormier was not an applicant because he did not receive a certificate of fitness from the Board of Pharmacy. Later this certificate was sent Mr. Cormier, and he then applied to the aldermen for a permit. The aldermen refused to grant it, and there was a discussion over the matter, it being claimed that it was only fair to treat Mr. Cormier as other druggists had been used. Mr. Cormier's friends are threatening vengeance on the aldermen who voted against giving him a license.

PENNSYLVANIA.

Business Good for the Season.

An Echo of the State Meeting.

Philadelphia, July 21.—So far this month there has been a steady increase in the wholesale drug business as compared with the first month of the second half of the year. This year the increase is not confined to any one spot, as it was in 1898. There seems to be a good demand for drugs, both for the city and country districts. While the orders continue to come in there is also a steady gain in receipts, and many of the large houses in the city state they have no trouble with their collections. Most of the drug houses in this city have done considerable branching out since the first of the year, and new territory is being constantly added. Cuba is a new field that is being worked for its full worth, and there are more representatives of Philadelphia houses in that place now than ever before. Besides, not only have the houses representatives in our new possessions, but large orders are being received.

A Delightful Little Dinner.

Miers Busch sailed for Europe on July 20, and he intends to spend a number of weeks abroad. Mr. Busch is the junior member of the firm of Shoemaker & Busch, and he is one of the best known and well liked men in the trade. In recognition of his services as secretary of the Entertainment Committee of the Pennsylvania State Pharmacy Association meeting, recently held in this city, a small but interesting dinner was given him on Saturday, July 15, at "The Wheel." The dinner was a compliment to the agreeable manner in which Mr. Busch arranged and carried out amusements for the delegates to the convention, and as a farewell before his departure for Europe. The table decorations were unique, and consisted of floral designs in the colors of the Association. The guests included Mahlon N. Kline, J. H. Redsecker, of Lebanon; C. F. Shoemaker, H. C. Beyers, of Pottstown; Dr. Louis P. Posey, Benjamin M. Faires, William K. Haupt, H. P. Busch, Joseph P. Remington and W. L. Cliff.

A Queer Customer.

On June 30, Dr. Marcy, a popular druggist of Cape May, N. J., received a call from a strange customer which brought no lucre to his till. It appears on this day W. C. Rutherford, of Cold Springs, N. J., had his horse out for a drive. The horse had not been feeling well and as he got opposite to the doctor's window he saw a sign: "Good for man or beast." This is what the horse had been seeking and he made a break for the interior of the store, but before he could be waited on he retired, but not until he had damaged the fountain, besides making kindling wood of the wagon. It is said the sign has been removed, and another put in which reads, "Horses treated outside."

The Drug Club.

The Drug Club was started here last spring, but after having gotten the consent of seventy-five names the formation of the club was postponed until later in the year. The success of the annual meeting of the Pennsylvania Pharmaceu-

tical Association has given new impetus to this club and those who started the scheme for the formation of the Drug Club are now again going over the ground trying to get things in shape so that in a short time everything will be in readiness for securing a building and everything else that is necessary for a first-class club. It is thought, however, that the organizers of this club will have some difficulty in effecting its formation, as the druggists in this city are so widely scattered apart and they take such little interest in social affairs that there will be great reluctance about joining a club of this kind. There is no doubt, however, that a number of wholesale druggists, as well as those who are in the drug trade, are becoming interested in this scheme and think it will be a success. Such a club as this has been wanted in this city for a long time. The only place at which the druggists meet (and that is only after long intervals) is the Philadelphia Drug Exchange, and these men do not often come together unless there is a special call. Some years ago the daily meetings of the Philadelphia Drug Exchange were large and considerable business was done at them, but with the introduction of the telephone and other modern devices the attendance gradually began to drop off and now there are only a few outside of the "regulars" that attend the meetings. The scheme is to get a building somewhere near the central business portion of the city and have it fitted up as a first-class club house, somewhat similar to the Drug Club of New York, but on a smaller scale.

The Trade of the Physicians.

There is one innovation that might be made in the drug trade that many physicians would welcome heartily. That is a drug store of such a comprehensive nature as to keep in stock complete lists of goods manufactured by all the leading drug houses, so that physicians would have the assurance that their prescriptions were always put up as directed, without substitution. When a physician has become convinced that the drugs of a certain manufacturer are accustomed to bring the most satisfactory results in his practice, he naturally wishes to employ that line of goods exclusively. He therefore sends his prescriptions to the store that always keeps this line of drugs. So many stores, however, maintain only incomplete lists in stock, and the temptation to substitute goods of another manufacturer is of such an alluring nature that many physicians have been induced to put up their own prescriptions, buying directly from the manufacturer. This means a large loss of trade to the druggists, and is a forcible argument to show how they may deprive themselves of substantial trade by questionable methods that are becoming more and more common with the drug trade, and are inducing not only physicians, but also the public generally to search for those druggists whose statements are always to be relied upon.

PHILADELPHIA NOTES.

W. J. Shaeffer, of Otis and Gaul, has gone on a summer trip to Lebanon, Pa.

H. E. Wendel, of Third and George, is having a pleasant vacation at Atlantic City.

O. K. Stevenson, the drug broker, has moved to Stone Harbor, N. J., for the summer.

R. H. Lackey, Fifth and Lehigh avenues, is spending the heated term at Atlantic City.

O. C. Winkler, formerly with Milton S. Apple, has bought the store of Leo. Myers on Wayne avenue above the junction.

Dr. Seitz, who conducts the pharmacy at Twenty-second and Vine streets, is seriously ill with congestion of the brain.

H. C. Swartley, of Llewellyn's pharmacy on Chestnut street, has recovered from his recent illness and is again attending to business.

H. F. Seeley, 2407 Fairmount avenue, has opened his cottage at Wildwood, N. J., and shaken off the cares of business for a while.

Dr. Charles Siglinger, who has been at Coral and York streets for a number of years, was buried on Saturday, July 16, after a short illness.

W. H. F. Vandegrift, of Bridesburg, has for the time being added himself to the population of Point Pleasant, N. J., where he owns a cottage.

George B. Evans' new building at Tenth and Sargeant streets is nearing completion and will soon be occupied by him as a manufactory and storeroom.

E. R. Gatchel, Tenth and Spring Garden streets, has joined the crowd at Atlantic City, where he may be seen doing the board walk every night.

Dr. A. T. Pollard, who owns the stores at Eleventh and Locust and Fifteenth and Locust streets, has returned from a trip to Maine, much improved in health.

James Buckman, the president of the Philadelphia Drug Co., as well as the owner of the store Eighth and Green streets, has departed to Sugar Hill, N. H., where he will remain until about September 1.

Jos. Crawford, of Frankford road and Hart lane, has been bereaved by the loss of his only child. Mr. Crawford is very popular among druggists here and they sincerely sympathize with him.

The Doctors' and Druggists' Baseball Club, which was disbanded last year, has been started again and Wednesday afternoon has been chosen as the day for practice. Grounds have been secured in the northern section of the city.

H. Nolte, Eighth and Race streets, is displaying a carbonating apparatus in his window, and carbonates all of his soda water in full view of his patrons. The idea is a novel one and seems to be a paying one, judging from the crowd of people who surround his counter.

The new town of Elkins, on the line of the Philadelphia & Reading Railway Company, about eight miles from the city, is being rapidly populated, and the incorporators of the town are now erecting, close to the station, a handsome building, the lower portion to be devoted to a drug store.

The construction of William R. Warner's new building on the site on which the former structure stood is progressing rapidly, and in a few months it is thought it will be almost completed. This is to be one of the finest drug houses in the city, and it is to be equipped with all the latest inventions.

The Broad Street Station Pharmacy has a complete filtering and carbonating plant in their soda water department, and Mr. Stoeber, the genial proprietor, is now negotiating for a refrigerating apparatus which, when equipped for business, will draw zero soda at a cost not exceeding 25 cents a day. There will be no ice used in the plant.

On July 17 an execution was issued from the Common Pleas Court against H. G. Comp & Co., who conduct the drug store at the northwest corner of Thirtieth and Diamond streets, on two judgment notes, one in favor of the Smith, Kline & French Co. for \$1,592.09, and the other in favor of James C. Roller, trustee, for \$448.23. Both notes were dated on the 17th, and were made "payable at once."

While there is not much outward life attached to the Philadelphia Drug Exchange there is seldom a call made upon the members, no matter of what kind, that there is not a ready response. The Philadelphia National Commercial Exposition which is to be held in this city in September has attracted considerable attention, and the trade organizations in this city have been asked to contribute. The Drug Exchange was about the first to respond, and through its members has donated \$5,000, the largest amount that has been received from any trade organization.

IN AND AROUND CINCINNATI.

Lewis Terhune has purchased the Hotel Rand cigar stand.

Mike Hornbach is happy. 'Twas a boy weighing 10 pounds.

William Gale has taken charge of the old Francis pharmacy at Fifth and Sycamore.

Julius Greyer, who has been ill for some time past, has recovered and is able to attend to business.

John Fading's store, at Liberty and Walnut streets, was recently damaged by fire. Loss about \$200.

E. Zorn has purchased the pharmacy at Twelfth and Elm streets so long conducted by R. L. Hawkins.

George Hilker, traffic manager for the Stein-Vogeler Company, is the happy father of an eight-pound girl.

W. M. Hutchinson has opened a new store at Frankfort, Ky. The place is one of the nicest in central Kentucky.

C. M. Hill, of Dayton, O., was a recent visitor to the city. He reports drug affairs in the Gem City as flourishing.

E. M. Bagby and family, of Winchester, Ky., attended the recent saengerfest. They enjoyed the singing immensely.

Branches of the Public Library have been established at Weisbrodt's, Berube's and Schanzle's pharmacies. 'Tis a good idea.

Charles C. Kitchen has purchased the old-established Brinkman pharmacy at Fifteenth and Scott streets in Covington, Ky. He'll do well.

The many friends of Matthew M. Yorston will be pleased to learn that he is rapidly recovering his lost health. He has been ill about a year.

Will Heberhart, of Heberhart & Son, of Madison, Ind., is making a tour of southern Indiana on his chainless bike. He was in Louisville last week.

The drug store of E. G. McCormick, of Bowling Green, Ky., was recently destroyed by fire. The loss was about \$6,000, and there was only \$4,000 insurance.

Oscar Geirs, of Ghent, Ky., who has been ill for some time with sciatica, will go to Martinsville, Ind., this week to enjoy the waters at the famous springs there.

Peter Nodler, of Twelfth and Madison streets, Covington, Ky., has purchased the Kaefel pharmacy at Twelfth and Russell streets, in that city. The store will be remodeled.

Robert L. McCoy, a popular druggist of Middletown, O., and Miss Mary Williamson, a society leader, were joined in wedlock in that city recently. They are away on their bridal trip.

M. C. Dow, the popular druggist of this city, was recently named as an honorary member of the Young Men's Business Club, and also of the Louisville Commercial Club. The lady deserves the honor.

F. M. Harper, manager of the store of Harper & Co., at Madison, Ind., was in Indianapolis last week in attendance at the Episcopal Church Convention, which was held in the Hoosier capital.

The employees of the Stein-Vogeler Drug Company have organized a crackjack baseball club. Last Saturday this now famous nine "put it all over" a club made up of the employees of Barron, Boyle & Co.

B. Frank Goddard, one of the hustling druggists of Lynchburg, O., was in the city this week calling on friends and buying goods. Goddard is one of the best posted druggists in southern Ohio and very popular.

George Kylius is very emphatic in his statement that the local Elks got the frozen mitt in St. Louis during the recent convention. George says that the Mound City is all right, but that the people are not as hospitable as they might be.

James B. Wood, the clever druggist of Maysville, Ky., was in Cincinnati last week calling on friends and buying stock. Mr. Wood is a young man of marked mercantile ability who recently succeeded to the business of his distinguished father.

H. C. Kehoe, of Flemingsburg; G. W. Miller, of Dry Ridge; F. L. Wallin, of Nicholasville, and Howard Jett, of Cynthiana, Ky., were recently in Cincinnati combining business with pleasure. The gentlemen visited many places of interest and enjoyed themselves hugely.

The handsome new Fennel Pharmacy, at Eighth and Garfield place, is undoubtedly one of the finest stores in the city, and Prof. Charles T. P. Fennel is being congratulated on all sides for the taste he has displayed in making the interior arrangements. A feature of the store is a ladies' toilet room in the rear.

Dairy and Food Commissioner Joseph Blackburn was one of the trusted lieutenants of Hon. Harry M. Daugherty, who made such a lively bid for the Republican gubernatorial nomination. Had Daugherty landed, it is said that Blackburn would have received an office with a much larger salary than he now draws.

ILLINOIS.

Outing of the Veterans.

The Veteran Druggists' Association of Chicago had a characteristic time on their annual picnic June 21st. As told in the previous issue, thirty-five members of the organization took the boat up to Milwaukee at night. The next day they were joined by a number of the veterans of Milwaukee and the whole party started off on an itinerary of the interesting points around the Cream City. They went out to Whitefish Bay in Captain Pabst's luxurious private yacht, and inspected the river in the same vessel, making stops at interesting points. They then had a trolley ride around the city and finally boarded a private dining car attached to the 7.30 train on the St. Paul road bound for Chicago. On the way down an elaborate menu was served and everybody enjoyed themselves.

Among those in the party were: Dr. T. N. Jamieson, John Blocki, Judge J. B. Bradwell, Albert E. Ebert, E. H. Sargent, William Jauncey, and Dr. P. H. Patterson. Judge Bradwell will go along to assist the memory of the official historian of the Association, Mr. Ebert. Mr. Blocki is master of ceremonies.

As a memento of the occasion a log-book has been prepared covering the doings of the picnic in a unique and striking way. This is being passed around for final approval of the participants and it is hoped it will reach the hands of the printer soon. It is said to be a literary gem of the highest order.

CHICAGO NEWS NOTES.

J. E. Lawler has succeeded E. Brown at No. 4059 Indiana avenue.

William G. Caron, of 109 Blue Island avenue, has sold out to W. Caron.

The father of D. A. C. Hoelzer, the North avenue druggist, died last week.

W. H. Rockwood, vice-president of Fuller & Fuller, is away on his vacation.

Brabrook & Bishop, of 160 West Harrison street, have been succeeded by Chas. Bishop.

R. H. Traill, of Traill & Cooling, Austin, has returned to work from a two weeks' trip among the Eastern resorts.

J. H. Brown, president of the C. J. Lincoln Drug Co., Little Rock, Ark., registered at Hance Bros. & White's during the past week.

The Chicago pharmacy has succeeded the Rudolph pharmacy and moved from 2913 North Clark street to 1352 North Halstead street.

Horace O. Hurley, of Hurley & May, Louisville, and Benj. Hartz, of Hartz & Bahzen Co., Rock Island, registered at Hance Bros. & White's during the week.

George A. Jacob, of Jacob & McQuaid, 424 Clark street and 167 Custom House place, was married last week and is spending his honeymoon in Michigan at the resorts.

George R. Baker, who has been doubly afflicted recently by the death of his wife and a protracted personal illness, is at his place of business again in the Ashland Block and McCoy's Hotel.

Roscoe L. Wickes, the prominent Evanston druggist, has just returned from a trip to Auburn, N. Y., where he attended the fiftieth anniversary of the marriage of his parents.

The Indiana Avenue pharmacy, at Thirty-fifth street and Indiana avenue, has been sold by H. E. Christenson to Joseph Forbrick, who also conducts a pharmacy at No. 315 Wallace street.

William A. Dyche, the popular State street pharmacist, sailed on July 17 for Holland, accompanied by Mrs. Dyche, Mrs. D. R. Dyche and Dr. George Dyche. The party will be absent till the early fall.

Manager Odbert, of the Chicago office of Hance Bros. & White, reports that trade for the first three months of this year was excellent and that it is steadily growing better. He reports difficulty in getting the goods fast enough to make shipments promptly.

Theo. C. Loehr, of Carlinville, Ill., former president of the Illinois Pharmaceutical Association, was in town during the week to attend a directors' meeting of the United States Pharmacal Company. G. H. Sohrbeck, of Moline, Ill., was also in town for the same purpose.

Stuart Broadwell, of Springfield, has awarded a contract to the L. A. Becker Co., of this city, for the manufacture of a very handsome set of drug store fixtures, which are to be completed by September 1. The same company has recently installed an artistic set of fixtures in the store of R. N. Dodds, at Springfield, which has been very much admired by the druggists of that section.

A story was recently published that inadvertently did an injustice to M. W. Rankin, the colored druggist at State and Thirty-sixth streets. It was stated that C. B. Seals, the colored druggist on Sixty-fifth street, was the only member of that race who was the proprietor of a drug store in Chicago. On the contrary it is understood that Mr. Rankin has been in business longer than Mr. Seals.

Arrangements have been completed for the capitalization and incorporation of the Orangeine Chemical Company. The new organization will include Mr. Charles L. Bartlett, who has managed the business from the start, and Dr. P. A. Aikman, of Winslow, Ont., the originator of the prescription. Among the new stockholders are: Mr. Alfred L. Baker, president of the Chicago Stock Exchange; Mr. Granger Farwell, of Messrs. Granger Farwell & Co.; Dr. C. F. Ely, the Hon. Frank Hamlin, Mr. William Gillette, the well-known author-actor; Mr. Charles Frohman, of theatrical fame; Mr. Frederick Sprague, formerly connected with the American Radiator Company, is also among the stockholders and will take an active interest in the new Orangeine company.

Valuable pets have been the victims all summer of outrageous poisonings by unknown people whom the police are hunting for vigorously. In some of the depredations the past week animals valued at several thousand dollars have been killed. Among the victims is "Tom Reed Atkins," the monster maltese cat owned by Joseph H. Murphy, a druggist at State street and Chicago avenue. Tom wandered away from the store for just a few minutes. When he returned he sprang to his accustomed place in one of the show windows, and when Mr. Murphy, attracted by the lack of interest his pet was showing in things that were going on about him made an investigation, he found the cat dead. "Tom" was particularly famous because of his peculiar eyes, and Mr. Murphy had refused to sell him at any price.

Peter Van Schaack enters a denial to the stories published in New York about the condition of his son Henry. Mr. Van Schaack returned last week from a long tour abroad and brought his son back with him. The younger man has suffered from asthma for years, and has never been able to ride behind a horse or dust-provoking vehicle of any kind. He had written his wife that he would arrive on such a date, and she prepared to meet him with an automobile. The steamer got in a little earlier than she expected, and when she got to the dock in an automobile she had brought in which to take her husband up town it made quite a stir on the dock, and this was what undoubtedly attracted the attention to the Van Schaack party. In addition to his asthma trouble, Henry Van Schaack, at the time of his arrival, was suffering from lameness

brought on by overdoing in the art galleries abroad. This made him appear infirm to the spectators, and the story was started in some manner that Mr. Van Schaack had been brought home hurriedly, as he was seized with an incurable hip disease while traveling in Holland. The story was telegraphed all over the country apparently, for the firm here have had inquiries from almost every section about the matter. Henry Van Schaack, instead of being the invalid reported, is at Elberon, N. J., enjoying life with his wife and family.

ST. LOUIS ITEMS.

C. H. West, of the Moffit-West Drug Co., has gone with his family down to Jamestown, R. I.

G. W. Jones has been placed in charge of Weiss' Pharmacy, at Thirty-fourth and Olive streets.

F. M. Buch, proprietor of the Good Avenue Pharmacy, has just returned from an excursion trip down the Tennessee River.

Two local physicians are negotiating for the vacant corner at Eleventh and Market streets in which they desire to open a drug store.

John Spurgeon, chief clerk at Hackman's Pharmacy, of East St. Louis, was married on June 21 to Miss Mary Shene, of Indianapolis, Ind.

W. E. Blackwell, manager of the King's Highway Pharmacy, King's Highway and Suburban road, has opened a butcher shop next door to the store.

Herman Pockels, proprietor of the handsome store at Jefferson and Manchester avenues, is spending a week after the funny tribe down on Black River.

Mr. Barkhoeffer expects to have his new drug store at Laclede and Euclid avenues open for business in a few days. The store will be in charge of J. C. Proctor.

The engagement of Dr. Frank Trout, Jr., to Miss Estella Wetzel has just been announced. Dr. Trout is also a graduate in pharmacy and identified with the drug trade.

Burglars were in the act of entering McFarland's drug store at Fourteenth street and Washington avenue on the night of June 22 when the porter, who sleeps in the rear, awoke and scared them away.

The baseball fever is quite prevalent among the local pill rollers. There are two teams among the wholesalers and one among the retailers. They meet every Saturday on the Y. M. C. A. grounds in Forest Park.

Dr. F. J. Pfeffer, proprietor of the drug store at Eleventh street and Lafayette avenue, was married on June 7 to Miss Madge Field, an accomplished and handsome lady of the west end, living at 3507 Cook avenue.

Isaac Reinhold, of 323 Clark avenue, was fined \$200 and costs in the United States Circuit Court by Judge Adams a few days ago for violating an injunction which was issued against him some time ago restraining him from selling phenacetine.

On the evening of June 28 a lady entered Theo. Crusius' drug store at 3401 Manchester avenue in a critical condition. Mr. Crusius hardly had time to summon a physician before the lady was the mother of a big bouncing boy. They were removed to the city hospital.

There were a few scattered pharmacists among the Elks in our city recently. Some of them were members of that organization while others were not, but had taken advantage of the low railroad rates to pay the city a little visit. The following is a list of those who showed up at the wholesale drug houses: J. H. Dewoody, Pine Bluffs, Ark.; B. Ruppe, Albuquerque, N. M.; A. S. Lamb, Aspen, Col.; A. J. Ward, Colorado Springs, Col.; C. F. Prickett, Centralia, Ill.; H. W. Servant, Sedalia, Mo.; W. C. Irwin, Salem, Ill.; E. H. Gibson, Paduca, Ky.; Dr. Jno. Threadgill, Norman, Ind. T.; Mr. Burk, Texarkana, Ark.; W. A. Singer, St. Charles, Mo.; W. T. Stephenson, Kirksville, Mo.; Wallace Dunn and J. A. Durkin, of Peoria, Ill.; E. A. Reed, Lamoille, Ill., and L. M. May, Glenn Ferry, Idaho.

Hall & Lyon, of Providence, R. I., employ a night watchman at the Westminster street store to watch and not to sleep. On the night of July 7, however, this worthy reversed the order of his own accord. While he slept a thief relieved him of his revolver and also looted the cashier's department of about \$40. One of Providence's finest finally aroused the slumberer.



Our Portrait Gallery.



RAYMOND FOSTER,

New York State Representative of Schieffelin & Co.

Raymond Foster, whose portrait we present in this issue, is one of the energetic gentlemen who look after the interests of Schieffelin & Co., with whom he has been associated since February 24, 1890. Mr. Foster entered the employ of this firm as an office boy and gradually rose through various positions to that of traveler, and now covers New York State along the line of the Central Railroad, representing the chemical and pharmaceutical departments of Schieffelin & Co. Mr. Foster is not only personally very popular, but he is an excellent business man and thoroughly well posted on the goods of his firm, as is to be expected from the character of his experience.

THE COMMERCIAL TRAVELER.*

By SYD. H. CARRAGAN,
New York City.

The commercial traveler, as some of us know, is a trying subject. You may not believe another word I say, but the ladies who have a traveling man in the family, whether he be husband, son or brother, will admit that "the commercial traveler" is in many senses a hard subject to handle. To a man of my dark, pensive and melancholy temperament (?) it is peculiarly distressing to deal with a topic that other people seem bound to regard as humorous. If those who got up this list of toasts want someone to treat the subject in the traditional funny way they made a mistake in selecting your humble servant, for I never saw anything funny in being a traveling man, and I can't garnish up my remarks with the witty stories which are supposed to go hand in hand with this topic. My grandmother told me when I was a boy

that I must never listen to wicked tales. I have always followed her advice and have carefully avoided those shocking scenes where men on the road gather to exchange stories not usually found in the text-books of our Sunday-schools and of our young ladies' seminaries.

Varieties of Travelers.

And so, my friends, you will escape hearing the dreary yarns about the traveler who charged up two dollars for sleeping-car between Albany and Troy—the traveler who counts his orders in dimes and his expenses in dollars—the traveler who gives you reams of reports while you need a microscope to see his sales, to say nothing of the thirsty traveler, the sentimental traveler, the religious, the dressy, the sporty, the honest, the crooked, the keen, shrewd born salesmen, and the stick who is soon weeded out from amongst better men in whose class he never belonged.

Where Only the Fittest Survive.

Ladies and gentlemen, I am happy to avow myself an old veteran traveling man, not a graduate, but a sort of post-graduate of the road, for I still get my fair share of commercial traveling, just enough, perhaps, to keep my hand in. I am happy to acknowledge my connection with the most democratic calling on the face of the earth, for travelers, like newspaper men, count only for what they really are, and in no other occupation in the world are the dullards and the laggards more quickly and mercilessly weeded out and thrust aside.

And Talent Is King.

Your newspaper man seats himself at a cheap desk, a pencil is put into his hand with a bit of paper, and he is told to write. He can or he can't, and if he is lacking in the brain power which transmutes into bright and animated sketches the commonplace occurrences of daily life he is told to get off the earth and vacate his shoes for a better man. So, too, with commercial travelers. No more democratic body of men exists in the world. Each is started out by receiving a check to cover expenses, and is sent forth, sometimes with and sometimes without a God-speed, to work out his salvation as best he may. Social connections, independent means, influential friends—all these are helpful, but not one of them and not all of them put together will make good the deficiency of the inborn native talent of salesmanship. The commercial traveler is born, not made. The native gift when present may be enormously cultivated, but no amount of training or experience will make good its original absence.

The Successful Salesman.

What constitutes the successful salesman on the road is a riddle that I have never been able to solve. Part of my work is the direction of a considerable number of travelers. Years ago I used to flatter myself that I could pick the winners, but it didn't take me long to get over that foolish notion. You know the classical test for mushrooms: if you eat them and live they are mushrooms; if you die they are toadstools. Very much the same test must be applied to the successful salesman on the road. No amount of "sizing up" will ever tell you whether he will make a success or a miserable failure; the looks of a frog won't help you to guess how far he can jump.

The Right Test.

There is only one test, and that is, put your money in the salesman's hands, give him the best posting you know how, and then say to him "get out and hustle." The disappointments are about equally divided between the promising and the unpromising candidates. Your swell looking fellow who talks like a statesman and makes you feel that you have engaged a star of the first magnitude, is not unlikely to make a wretched failure; and again, some seedy specimen, realizing that he must depend not on his beauty but on his hard work, digs his toes into the earth and in this way sometimes strikes a vein of rich and paying ore.

Improvements in the Type.

As an old veteran traveling man, it has given me great pleasure during the past twenty years to observe the upward evolution—the unmistakable elevation of character and ability which has gone on in the community of commercial travelers. There has been a vast and striking improvement in respectability, in morality, in thrift, in steadiness, in refinement, in veracity, in honorable dealing in every quality that enters into a high and valuable type of manhood.

In the olden time which I recall there was indeed no lack among traveling men of open-handed generosity and of local friendship—those amiable, fragrant qualities which cause men to be loved; but the "new traveler" commands more respect and is more trusted. He has learned that in a permanent field of labor the confidence he inspires is the measure of his success; that falsehood and misrepresentations cheapen his reputation, destroy his influence and exterminate his business; that no lasting success can be achieved until his customers are made his friends; and that to acquire their confidence he must preserve their respect and promote their interests.

I do not deny that the type of cheap, smart, tricky, unscrupulous fakir, who would sell his soul to get an order, is not altogether extinct, but it is rapidly vanishing and giving way to the type of man who realizes that success on the road must be earned and not stolen, and that salesmanship is not a species of confidence game played but once on the same victim.

Debt of the Retailer to the Traveler.

My friends, you may flatter yourselves that you, as druggists, are the benefactors of the travelers to whom you give your business; so you are; but just burn into your memories the fact that the eggs aren't all in one basket, and you get just as much as you give. You are the recipients and the beneficiaries every time that the traveler helps you to earn a dollar by persuading you to buy the things that command a ready and profitable sale, or by suggesting some new line of lucrative work, or by bringing you from other places information about what live and successful druggists are doing to build up business. Look back over your past experience, and I'll wager you have rarely been duped or imposed on by the representative of an honorable house. On the other hand, how many times has the reputable traveler brought a good thing to your notice, pointing out to you opportunities which are lost to the cranky, sullen druggist whose offensive and insulting manners are as disastrous to their own interests as to the traveler's happiness. I tell you, gentlemen, the druggist

*Address in response to the toast, "The Commercial Traveler," at the banquet of the New York State Pharmaceutical Association, Albany, June 28.

makes a mistake who thinks he can learn nothing from the commercial traveler, and I plead for cordial co-operation, not on the grounds of sentiment, but on grounds of mutual benefit, self-interest and cold financial profit.

A Toast.

Ladies and gentlemen, I ask you to join me in pledging the success and happiness of one of the most useful, energetic and brainy classes of men in the business community—the business missionaries and educators—the propagators of new ideas, the men who do more than any others to build up great houses and to carry the new fruits of invention and enterprise into the remote corners of human society—the banner-bearers of commerce, civilization and progress—the commercial traveler!

CAUGHT ON THE FLY.

Notes of Personal Interest.

Frank Henry, traveling representative of Hall & Ruckel, has returned from an extensive business trip through the West as far as California. He has gone to his home in Saratoga, there to enjoy a well-earned rest. He reports business flourishing in the far West.

S. M. Aller, Eastern representative of R. W. Robinson & Sons, was in the city recently. He has started out again on the Eastern route.

J. D. Sipp, New York representative of Coke's dandruff cure, has gone to Atlantic City. He intends making a brief tour of the summer resorts on the Atlantic Coast.

B. B. Hamlin, manager of the New York branch of William R. Warner & Co., has returned from Philadelphia, where he had been staying for a few days.

Summer vacations are in order about Seabury & Johnson's. Dr. E. E. Bostick, the Pennsylvania representative, is spending his weeks of rest for the 29th time at Atlantic City, N. J. J. B. Frederick, the New Jersey representative, is at Cape May, and S. W. Williams, the chemical expert of the house, is at Leroy, N. Y.

BUFFALO. It is vacation season with the traveling fraternity, but some of them are already past their outing. Edward G. Buell, who travels for the Rowell box factory, of Batavia, returned from his trip to Silver Lake and Vermont and took in Buffalo as a starter.

E. M. Willsey, who is still in the interest of the Albany Chemical Company, has just made one of his periodical visits to the city, coming as usual from Jamestown.

P. R. Lance, traveling representative of the manufacturing chemical house of William R. Warner & Co., was again with us last week on his regular round.

Wallace & Co., of mint jube fame, along with other special claims to general favor, send on the Buffalo round Mr. Davis, who is with us now, enjoying the favors of the trade.

R. G. Hotchkiss, with Adolf Spiehler & Co., was in Buffalo this week on his regular trip. He brings an early reminder of the return of winter, as he is already showing his holiday packages.

H. J. Fernald, who comes in the interest of the Rochester perfumery house of the C. B. Woodworth Sons Company, but hails from Moravia, was in Buffalo during the week.

Henry Thayer & Co., the manufacturing chemists of Cambridgeport, Mass., sends us D. M. Woodward, who takes in the retailers as well as the wholesalers on his visits.

H. E. Jones, who generously furnishes space on his cards for the druggists to set down their wants, has taken his full share of orders and departed.

The familiar name and face of James V. Minton, who was with us lately, brought back a reminder of the Rochester perfumery house of Alfred Wright. A good list of orders went away with him.

ROCHESTER. D. R. Dayton, who manages to keep busy representing the firms of Charles Quenzer, F. H. Gerber & Co. and the Deane Plaster Co., has completed a very successful visit to the Flower City.

Mrs. A. Maynard has succeeded in making some excellent sales here for the Dentacura Company.

W. P. Smith, who has so ably represented David E. Green & Co. for the past eight years, is in town in the interest of Thurston & Bradich.

Alfred A. Keene had a good run of luck on his last visit. He comes from the Rosorine Mfg. Co.

Frederick L. Washbourne dropped in on the druggists in his own pleasant way and did some good work for W. J. Bush & Co.

Edgar Rockefeller has completed his regular visit and gone away with a fine list of orders.

The Jumping Bean Company are evidently trying to hypnotize the druggists with their accounts of the new freak. They have no representative here as yet, but it is probable that when he comes he will have an agreeable effect upon the overworked druggists.

J. M. Baird, who represents the Charles E. Hires Company, called last week with a choice line of samples from that firm.

Jennie E. Harvey has been in town recently looking after the interests of Fred N. Burt, the Buffalo manufacturer of druggists' boxes and labels.

There are several salesmen who are expected here within a short time who are pleasantly known to Rochester druggists: J. S. Marvin, for Seabury & Johnson; Geo. E. Burrows, in the interest of Schieffelin & Co.; C. W. Walker, from Parke, Davis & Co., and Mr. Wright, from Billings, Clapp & Co.

BOSTON. Thomas L. Spear, who represents the Liebig Malt Extract Company, of New York, has been calling on the trade with good returns.

Dr. George D. Ballard is seldom seen in this vicinity, but he was around recently and achieved good results. He travels for Benton, Myers & Co., Cleveland, O., whose specialty is fruit juices.

Christian G. Euler is an old face here. He knows more than a thing or two about essential oils, and represents most efficiently A. Chiris, of New York.

Another candidate for orders for essential oils was H. Leerburger. He is most persuasive and books many sales for Leerburger Bros., of New York.

So that the trade here might not suffer for want of essential oils, B. Elson appeared on the scene. He travels for Manheimer & Eben, of New York, and the other drummers in these goods say that he secured more than his share of orders.

H. C. Cooper is occasionally seen hereabouts. He is the manager of the Pozzoni Complexion Powder Company, of New York, and he is an adept on cultivating the trade.

J. R. Wilson is a new knight in this vicinity. He books orders for the Armstrong Cork Company. He took the trade by storm.

W. S. Heineman was here recently on one of his periodical visits. He is still sticking to the plaster business and books many orders for Baur & Black, of Chicago.

PHILADELPHIA. Mr. Parlett, one of Gilpin, Langdon & Co.'s representatives, has just left town after securing many orders for Black Flag Insect Powder. Mr. Charles M. Edwards, another traveler for the same house, has started on his regular trip to Pittsburg.

Orville C. Wolcott dropped in on us in behalf of W. G. Dean & Son, of New York.

Rudolph Wirth has just left us to renew his conquests in Pittsburg, where Fougere & Co., of New York, will undoubtedly hear from him.

Johnson & Johnson are selling a great deal of their odorless iodoform here, and some of the hospitals have already adopted it to the exclusion of the U. S. P. product.

T. S. Askew, the resident agent of the Emerson Drug Co., has had his territory increased, though most of us think Philadelphia is sufficiently large to keep a man busy all the year round.

Col. James M. Whitecar, of Smith, Kline & French Co., has just returned from a short visit to New Jersey. The colonel is very active in affairs pertaining to the G. A. R., and it is safe to assume that Post 2, of which he is an honored past commander, will throw open its flood-

gates of hospitality at the coming encampment in this city—or he will know the reason why, for he has as fine a record for genuine hospitality as he has for being a good soldier and a clever salesman.

CINCINNATI. Edward P. Dehner, representing Parke, Davis & Co., has removed his residence to Cleveland.

J. L. Lambright, representing the Goodyear Rubber Company, was in the city last week taking orders.

A recent commercial tourist was J. A. Sutherland, representing Taylor Bros. & Co., of Rochester.

Howard G. Pinney, representing G. T. Sutterly & Co., called on local druggists and jobbers last week.

A hot weather visitor was James M. Comstock, representing Graham Bros. & Co., of Chicago, Ill.

Dr. John F. Haynes, the hustling representative of Schieffelin & Co. in New York and New Jersey, was in Cincinnati last week calling on his many friends. He also paid a visit to Iron-ton, O., where he first saw the light of day.

CHICAGO. Wood Wright, of Searle & Hereth, had an exciting experience recently in a wreck between Kansas City and St. Joseph, Mo. The train he was on went into the river. Mr. Wright, together with a number of other travelers, escaped through a window onto the roof of the car, where they were compelled to remain for four or five hours before it was possible for the wrecking crew to reach them. During the time they were thus exposed it rained in torrents almost continuously. Mr. Wood is none the worse for his rough experience, however.

George Mathison, the manager of the Emerson Drug Company, was in St. Louis last week.

The following travelers of the J. Hungerford Smith Co., Rochester, were in town during the week: B. L. Bareness, who represents the house in Chicago, St. Louis, Minneapolis and St. Paul; H. F. Haintz, in Indiana, and J. H. Smyth, in Michigan and North Dakota.

J. H. Odbert, manager of the Chicago office of Hance Bros. & White, has returned from a trip to St. Louis.

Will Colwell, the Indiana representative of Morrison & Plummer, was in town last week.

R. S. Johnson, of Merck & Co., is still in the city.

A. U. Andrus, of Andrus & Co., New York, spent the week in Chicago.

E. G. Tullledge, the Northwestern representative of Hance Bros. & White, is in town on a vacation.

W. Schroeder, the Western representative of Hance Bros. & White, is at present away on his vacation.

Joseph T. Kearney, the president of the Stearns Electric Paste Co., has been working St. Louis and Kansas City.

John A. Uhlend, who looks after Colorado, Wyoming and Utah for Sharpe & Dohme, is in Chicago for instructions.

A. R. Bremer, of the Coke Dandruff Cure, is rejoicing at the receipt of news from his lone navigator, Capt. Frietsch. The hardy captain arrived at Honolulu July 1, twenty-six days from San Francisco, in his little centre-board schooner *Coke*. Mr. Bremer had the vessel built for Capt. Frietsch, who intends making a tour of the world in the interest of the "Coke" remedy. Capt. Frietsch has made similar trips across the Atlantic, but he had never attacked the Pacific previous to the present trip, and a tour of the world in a thirty-foot boat is a decided novelty, particularly when it is undertaken by one man without companion of any sort. Mr. Bremer hopes Capt. Frietsch will get around in time to be at Paris next year. From Honolulu Capt. Frietsch is instructed to make the next American port, Guam or Manila.

At the Massachusetts Medical Meeting.

The 118th annual meeting of the Massachusetts Medical Society was held in Mechanics' Building, this city, June 13 and 14. Among the exhibitors were the following firms well known to the drug trade: T. Metcalf Co., Boston; Geo. C. Frye, Portland, Me., represented by Mr. Kerrigan; P. J. McElroy, Cambridge, glass syringes; Codman & Shurtleff, Leach & Greene, Chidsay & Partridge, and C. H. Goldthwaite, all of this city, surgical instruments; American Oxygen Association, Boston; Lea Bros. & Co., Philadelphia, books, and Darnell & Upham, Boston, books.

OLIVE OIL.

The Cultivation of the Tree and Manufacture of the Oil.

BY ARTHUR WARRICK.

The olive is of great antiquity, being traceable as far back as 1700 B. C. Sacred history is filled with references to the tree and to the oil, showing that its cultivation and use were an important item to the ancient Hebrews. The olive branch was an emblem of peace; Minerva, the goddess of commerce, bore it in her hand. When the Romans overran Gaul, they planted the olive tree in that section of the country which is now known as the Riviera, and the cultivation of it has never ceased from that time to the present day. It was the Phœnicians and not the Romans, however, who really settled in the Riviera and brought the cultivation of the tree to perfection. The most favorable soil and climate for the olive tree has always been in the neighborhood of Nice and Grasse, though it is grown successfully all along the shores of the Mediterranean, in Africa and elsewhere. About Nice and Grasse, however, the olives are of the small variety which gives the finest oil. Large olives grown elsewhere give so little a percentage of oil that they are not used for this purpose, but are salted and bottled for table use. The small olives contain about 70 per cent of oil and about 25 per cent of water. It is quite a remarkable fact that the method of cultivating the tree and of expressing the oil, has not materially changed from the time of the Roman Empire down to the present day. In the old days, every landholding peasant had his own rude stone mill and wooden press. The mill consisted of a large bed-stone enclosed in a cup-shaped stone frame; from the centre of the bed-stone a revolving upright shaft traveled to a bearing-hole in the ceiling; through a hub in the centre of this shaft, a pole passed and entered the centre of a great stone disk similar to a grindstone. An ass was attached to the long end of this pole, and, traveling round and round the mill, rolled the stone disk circularly over the bed-stone. The ripe olives lying upon the bed-stone were thus ground to pulp. It was some such mill as this that Samson toiled at when he was thrown into prison by the Philistines. The pulp was then placed in the centre of a curiously-shaped bag made of spartagrass. It had the general appearance of a life-buoy, or of an overgrown doughnut. It was laid flat upon the bottom of the press, and the hole filled with pulp. Then another bag was placed on top of it and also filled, and so on until the press was filled to the top with rows of bags piled one on top of the other. Then the boarding was laid on the top of the whole, and the expressing began. Instead of the more modern screw wedges were used. The philosophy of the doughnut-shaped bag was that it offered in itself sufficient resistance to the press to prevent the kernels of the olives being crushed. This ancient system of grinding and pressing, doughnut and all, survives to the present day, save that a steam-power mill and a hydraulic press have been added. So far as the cultivation of the olive tree is concerned, it has utterly defied the march of agricultural science, and probably because of the sufficient fact that the old way was a good way, and no better has been discovered.

The trees are planted twenty feet apart. Each year the soil is spaded, and every second year manured. The essential feature of cultivation is the pruning and thinning out, which is done in early spring. The olives begin to ripen in December, and are gathered from that time until the following April, which date completes the crop. The most important part of the crop is picked from the trees in April. The gathering prior to that being mainly windfalls. The ripe purple fruit gathered in April brings the best prices at the mills. The trees are now blossoming again, and the husbandman prunes away most of these shoots and contents himself with a poor crop in the second year. The trees thus give alternate good crops and poor crops, and this enforced rest in production enables them to lay in a store of vitality. The trees live to such an age as is commonly far beyond the memory of any living man. When signs of decay are visible, the rotting parts are cut out and filled in with pitch. When the tree is supposedly about a hundred years old, its only apparent life consists of three or four veins running along the outside of the bark. When the bark finally falls these veins are found to be each a new tree springing from the roots. The result of this process is that

them swear. Easy going, cunning, greedy, he is a heartbreaking individual to deal with. The warmth of this statement is perhaps to be condoned on the ground that the writer has spent a lifetime buying olives of them.

The law of France which requires the subdivision of a man's estate amongst his children results in the cutting up of farms into smaller holdings, and these again in a later generation into further minute subdivisions. The practical working out of this in the neighborhood of Grasse, where the land is mostly held in fee simple, is that there are many individual holdings so small that they do not repay the labor spent upon them; and consequently they are somewhat if not entirely neglected. When the tree is neglected it is soon attacked by worms and insects and thenceforward is a poor producer.

Who does not remember the story of Ali Baba and the Forty Thieves! When the peasants of olden time expressed their olive oil, they stored it in the great earthen jars there described, each one of which was capacious enough to hold one of the forty thieves. These jars (80 gallons) are still a familiar sight about Grasse and are still largely used, though for the past thousand years or so the thieves have not commonly been found

COLOR TESTS FOR THE DETECTION OF COTTON SEED OIL IN OLIVE OIL.

Reagent.	Olive.	Cotton seed.
Nitric acid.....	Greenish.....	None.
Fuming nitric.....	Brown.....	Brown.
Sulph. 1.66 grav.....	Green.....	Red.
Sulph. nit.....	Green.....	Red.
Potash or soda lye.....	White.....	Violet.
Zinc chloride.....	Red.....	Brown.
Hydroch. acid and sugar.....	Yellow.....	Orange.
Calcium disulphide.....	Permanent gold.....	Permanent gold.
Tin chloride.....	{ At first yellow.....	Orange yellow.
	{ Result yellow or green.....	Yellow brown.
Syrup and phosph. acid.....	{ Cold, green.....	Gold yellow.
	{ Hot, colorless.....	Reddish yellow.
Mercuric nitrate.....	{ Alone, yellow.....	Pale yellow.
	{ With sul. acid, yellow.....	Pale chocolate.
Iodine degree.....	{ 81.3.....	{ 107.9.
	{ 108.9.....	{ 19.10 to 19.66.
Per cent. caus. pot. for saponification.....	18.93 to 19.26.....	

The first column gives the reagent employed; the second, the effect produced upon olive oil; and the third, that produced upon cotton seed oil.

modern olive farms are in groups of three or four trees, with an intervening space of twenty feet to the next group. In the northern part of Italy, and about Grasse and Nice, the trees reach a maximum height of twenty or thirty feet. About Toulon, Marseilles and Salon, they do not exceed the height of a man. The roots of the olive tree do not burrow deep, but lie along the surface of the ground. The average yield for a group of trees will be from four hundred to six hundred gallons of olives in the good season, worth perhaps 25 cents a gallon.

The peasants of the neighborhood of Grasse speak a dialect made up of old French, Spanish and Italian, which to the flaneur of the Parisian boulevards is quite incomprehensible. They are themselves a mixture of these three nations with a large dash of Moorish blood in their veins. Physically, morally, mentally and socially, they are much what they were when Caesar set his iron heel upon the country. They have stood still while the world moved. As was said of the old Noblesse of France, they have learned nothing and they have forgotten nothing. The French peasant in any part of France is a being to make the angels weep; about Grasse he is something calculated to make

inside of them. In these jars and in their lineal descendants, most of the work of preparing the olive oil for the market is done. After the oil is expressed it is put into these jars; the jar is covered with a wooden lid and over that is tied a cloth; the oil is allowed to settle, after which the surface oil is skimmed off. Then this skimmed oil goes into another jar, and after it has settled the surface oil from it is removed. This second skimming goes into a third jar, and is in turn treated in the same manner; and so on until a fine, clear and filtered sweet oil is obtained. This, generally speaking, is the best oil obtainable anywhere in the world, and is commonly known as virgin olive oil. True virgin oil, however, is that which runs off the ripe fruit as it stands, without pressure of any kind. Directly the ripe crop is picked and put into receivers, it begins to exude this virgin oil in considerable quantities, and this product possesses a flavor infinitely surpassing that which comes from even the most careful skimming of forcibly-expressed oil. The first pressure gives about sixty per cent of fine oil, and forty per cent of second grade. This second grade is perfectly wholesome, but is harsher and less agreeable to the palate. It is commonly treat-

ed with seed oils to cloak its natural harshness. After the first pressure, the pulp is stored in bins until the whole of the new crop has been worked up. Then it is ground over again and goes once more to the press; the product from it is known as *huile fermentee*, and is used by soap makers. The pulp is then shipped to people in Marseilles, who get from it what is known as *huile d'enfer*, which is supposed to be used for lubricating purposes, but not uncommonly is mixed with cottonseed oil and sold in America as olive oil. The second pressure usually crushes the kernel, which contains an oil quite unfit for food. One might think that human rapacity would stop short at offering such stuff for the table, but it is a sorrowful fact that it does not. There are rascals in plenty who do a thriving business in converting the third crushing of the pulp, *huile d'enfer* (oil of hell), into what they call, with matchless effrontery, olive oil.

At Grasse and Nice the olive oil produced is the finest in the world. The climate is peculiarly adapted to the growth of the best olives for the purpose, and there is probably the best system of expressing, storing and grading. Certainly there is less sophistication of olive oil practiced in this part of the world than in any other. Unscrupulous manipulators elsewhere commonly add anywhere from fifty to seventy-five per cent of cottonseed oil to a second crushing. Oil of sesame and of poppy seed are also largely used for this purpose. To show how difficult it is to detect the presence of the adulterant, it has only to be recalled that some years ago the Chamber of Commerce of Nice offered a large reward for a test which would show the presence of five per cent of cottonseed. Chemical tests have so far been of little value. There is only one sure means of determining the value of an olive oil, and that is the tasting of it by an expert. Unfortunately, the public at large, and especially the American public, has so long been accustomed to the taste of sophisticated olive oil that it fails to appreciate a pure article when it is presented. The adulterants used are of such a bland nature that they do not offend the palate. Even the habitual eating of bottled olives is not an education, because the presence of large quantities of salt completely cloaks the characteristic tang and taste of the fruit. The taste for pure olive oil, like the taste for wines and tobaccos, must be a matter of individual cultivation. But once acquired it is never lost. There is only one safe beginning, and that is to buy the oil from reliable sources and pay the price demanded.

A Ph.G. in the Molineux Case.

The "cause celebre" of Roland Molineux, who is charged with causing the death of Mrs. Kate Adams, has received an additional filip of interest through the recently published testimony of Walter S. Swayne, a chemist of New Haven, Conn., who claims to be a graduate of the Philadelphia College of Pharmacy, to the effect that in the spring of 1897 he made up for a man giving the name of Harry Cornish a compound of mercury, antimony, prussic acid and copperas, the object being to make a compound containing mercury and prussic acid in which these two ingredients could not be detected.

Send us specimens of your advertising for criticism. It costs nothing and will help you.

The Rose Crop of '99.

Botu Pappazoglou, of Kazanlik, Bulgaria, writes as follows concerning the rose crop which has just been gathered:

"The rose harvest of '99 commenced on the 18th of May and lasted up to the 9th of June. Although the general distillation is completed in all the provinces, reliable and correct statistics for the total amount of the otto produced in the whole of Bulgaria are still lacking. The weather varies in the different districts and villages, and it is unsafe to give a total for the entire crop based upon the yield in any particular province. In some of the districts an abundant rain-fall occurred during the distillation, and a very full yield is reported, whereas in others, owing to lack of rain, the harvest is much below the average. In the vicinity of the town of Kazanlik itself and in all the villages situated to the north of it, the distillation has been very successful on account of the copious rain-fall, the crop probably being 20 per cent greater than that of last year. Those villages, however, which lie to the south of Kazanlik and along the southern bank of the River Tounodoy have suffered a great deal from

distillation owing to the rainfalls, has yielded an abundant crop. The town of Kazanlik, together with the surrounding villages, we can now say with certainty, produced 24,500 ounces. As the distillation was very slow on account of the favorable weather, the otto yielded this year is of the highest grade; sweet in odor and aroma and high in congelation. Its congelating point is 15 to 16 degrees Reaumur.

District of Carlova.—Generally speaking, the crop of this rose district has been changeable. In some places, as for instance, Kalofer and Klisoura, distillation began late, that is at the time of the great rainfalls, and accordingly finished late. Consequently the harvest is luxuriant, while in other Carlova villages, owing to the intense heat and dry weather, which caused the quick blooming of the flowers, distillation endured only a few days. However, the crop of this district, which was supposed to be very poor at first, now amounts to 28,000 ounces. The general congelating point is 14 and 15 degrees Reaumur. The quality obtained is of a satisfactory grade, being sweet and strong in odor.

District of Ovichehulm.—This little



ROSE OIL DISTILLERY OF BOTU PAPPAZOGLU & CO., KAZANLIK.

the heat and dry weather, there having been practically no rain in that district during all the harvesting season. The general estimate seems to be that this has resulted in a decrease of about 15 per cent in the crop yielded in this district as compared with last year. The same misfortune, namely, warm and dry weather during the harvesting season, has been met with in the districts of Eski-Zagra, Tchirpan, Eni-Zagra and Brezober. The district of Carlobo had suffered most severely, the rose fields having been much damaged by the extremely cold weather of last winter, and the crop having been further curtailed by the drought and heat of the harvesting season. My inspectors estimate the decrease in the crop in the district as 30 per cent less than last year in this district."

The following letter, under date of June 29th, supplements the information given above:

District of Kazanlik.—The harvest of this rose district, which comprises all the valley of roses, is generally satisfactory. The largest otto or rose producing village in the valley, which enjoyed a rich

province produced only 1,680 ounces. Congelating point, 14 to 15 degrees Reaumur.

District of Sechter.—The otto of rose produced in the district, which comprises only the villages of Pechtera and Brazigovo, amounts to 3,150 ounces. Congelating point, 14 and 15 degrees Reaumur.

Districts of Saronagoro and Brezovo.—The entire harvest of these two rose districts amounts to 7,945 ounces. The oil produced is not of such a high grade, owing to the bad distillation caused by the absence of the necessary water for the regular fabrication of the flower; therefore, the congelating point is 14 degrees Reaumur.

District of Pchirpan.—The harvest of roses yielded during this year in this district is 1,050 ounces.

District of Eni-Zagro and Eski-Zagro.—The harvest in these two rose districts is only 4,200 ounces for the entire year. The congelating point is 15 to 16 degrees Reaumur.

The total average of otto of rose yielded in all the rose districts this year amounts to 70,525 ounces or 2,015 kilos.

Up to the present writing the otto of rose market is calm, owing to the financial difficulties which now pervade entire Bulgaria. The producers of otto of rose, on account of scarcity of money, will soon be willing to fix the price of this product at such a figure that even the price quoted last year can scarcely surpass.



Review of the Wholesale Drug Market.

It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.

NEW YORK, July 24, 1899.

Condition of Trade.

THE market during the past fortnight has been not by any means devoid of interest, the anomalous position of the quinine market having been quite remarkable. During the entire week we had the unusual spectacle of domestic brands quoted from 2c. to 4c. lower than the imported. This fact alone, however, is an indication that very little business is being transacted. The quotations of foreign were finally reduced this morning to the usual 2c. below the figures asked for American brands. Opium is in somewhat unsettled condition pending more definite data regarding the new crop. The price has both advanced and declined during the past fortnight, leaving the quotations now at the same figure at which they were two weeks since, and also leaving the market rather weak. The volume of trade during the period under review has been small, as is to be expected for the season, but compares favorably with the corresponding period of last year. This is particularly gratifying in view of the generally firm position which prevails throughout the market. Such changes as have been made in prices have, for the most part, been of minor importance, and they are given in detail below:

HIGHER.	LOWER.
Alcohol.	Acetanilid.
Cuttlefish bone.	Colocynth apples.
Cacao butter.	Gambier.
Arnica flowers.	Aniline oil.
Oil of peppermint.	Aniline salt.
Sal soda.	Camphor.
Senega.	Mustard seed.
Golden seal.	Quinine.

DRUGS.

Alcohol has been marked up to \$2.44 to \$2.46, less the usual discount for cash and quantity. This change would seem to indicate that the new combination maintained a firm grasp of the situation.

Balsams.—Copaiba has stiffened considerably during the past fortnight, though no quotable change in price is reported, the figures remaining 36c. to 38c. for Central American. A lot of several thousand pounds which exercised a somewhat depressing influence on the market has been taken over by firm

holders, leaving the stocks well concentrated and the market firm at the present quotations. Fir is dull and rather weak, Oregon now being obtainable at 95c. to \$1.05; no change is reported in Canada balsam. No movement beyond that required for consumptive purposes, which at this season is very slight, is to be reported in Tolu and Peru.

Barks.—Cascara has weakened under the increased offering of new bark from the Coast, which is quoted at 4c. to 4½c. to arrive. Spot supplies of two-year-old bark can be had at 5½c. to 7c., and it is reported that a shade under this price might be accepted for a good round lot. The general line of barks remains devoid of any special feature of interest, though orange peel is rather firmer and in somewhat better demand than is to be expected at this season.

Cinchonidine maintains its value of 34c. to 36c. very firmly to a degree which is somewhat surprising in view of the weakness in the quinine market. The change in the character of the barks grown in the East Indies where the Ledgeriana, which yields a large portion of cinchonidine, have almost entirely given way to those barks, such as calisaya, which thrive best in Java, is undoubtedly responsible, to a certain extent, for the relatively greater strength of cinchonidine as compared with quinine itself.

Cuttle-fish bone continues firm, as reported in our last, the reports there quoted concerning a short catch in the Adriatic having been confirmed. Quotations have been advanced in consequence to 13c.

Colocynth apple, Trieste, was the subject of a flurry, based upon reports of short crops. These reports, however, seem to have been erroneous, and prices have declined to 35c. to 45c. as to quality. Nothing is doing of consequence in Spanish, which remains dull and weak at 17c. to 20c.

Cod liver oil is almost wholly devoid of interest. Reports from Bergen, under date of July 8, are to the effect that the market is very much depressed. The exports to that date have been larger than the same date of any previous year, amounting to 6,569 barrels, as against 4,312 barrels to the same date of last year. The catch of fish, while somewhat smaller in number than usual, has been notable for the fact that the livers are particularly fat, making the aggregate a heavy yield of oil. The indications are that the market will be lower rather than higher, though no change has as yet been reported, and we quote for fine Lofoten oil \$19.50 to \$20 as to brand.

Chamomile flowers are coming in in a satisfactory manner, and are being taken at the current quotations of 16c. to 18c. for Roman and 20c. to 25c. for German.

Cacao butter is very firm on the basis of strong advices from primary markets. The general quotation is 36c. to 37c., though possibly 35c. would purchase in bulk.

Arnica Flowers.—The unfavorable crop conditions in Central Europe are said to have affected the arnica flower crop, and the market is somewhat firmer in consequence. We quote 7½c. to 8c. for prime flowers.

Formaldehyde is in steady fair request at 18c. to 19c. The consumption of this article continues to increase and higher prices are occasionally asked for high

percentage quality. For 38 per cent to 40 per cent in 60 kilogramme carboys, R. & H. C. Co. quote 20c.

Glycerin is very quiet and prices remain steady at our previous range of 13½c. to 14½c. for barrels.

Laurel leaves have shown some improvement, being quite active at 3½c. to 3¾c.

Menthol is rather more steady than at our last writing, \$2.15 to \$2.25 being the current quotation.

Naphthalene has declined in point of interest, but no further change is reported in quotations, which remain at 2½c.

Opium is attracting a great deal of interest in the trade, since this is the season when the new crop returns most influence the market. The reports from Smyrna and Constantinople have been rather contradictory in their character. The area of planting was large and the general conditions at our last writing seemed favorable to the production of a very full crop, the general indications being that about 10,000 baskets would come into market. Later, bull reports were cabled over and prices stiffened up decidedly. As we go to press the bear element seems to have the upper hand, and prices have again gone off, the general quotations being \$3.10 to \$3.15 for jobbing quantities, though it is intimated that a shade under these figures might be accepted in certain quarters. The crop is now at a critical stage and a few days of unfavorable weather, accompanied by hot desert winds, would make a vast difference in the output. This fact accounts for the wavering condition of the market. The local banks in Smyrna have held up the market by advancing liberally upon opium, but as soon as this support is withdrawn, which it will be when their supply of funds seeking investment is exhausted, the market will be left to its own course, and if at that time the crop prospects continue as bright as they are now a decline may be looked for.

Quinine has for a week been in a most unusual position, and one which local trade seems scarcely able to fathom, for the domestic quotations were lower than those of the leading foreign brands. P. & W. led the decline by marking their brand down to 34c. about a week ago. They were followed on Friday by N. Y. Q., which was marked down to 32c., B. & S. and other leading foreign brands remaining at 36c., which, in view of the prices of domestic brand, is purely nominal. The first explanation offered of this failure on the part of the foreign brands to follow the lead of domestic quotations was that the manufacturers were waiting the results of last Thursday's bark sale at London. This proved to be an error, as no change is made even after this sale, which resulted in prices on about a parity with those brought by bark at the Amsterdam sales during the previous week. The long-expected change, however, came only this morning in the shape of an announcement by B. & S. of a reduction to 32c.

DYESTUFFS.

The principal interest which has developed in dyestuffs during the past fortnight has centered about the steady advance of tin crystals in sympathy with the rise in price of the metal. Potassium bichromate has also stiffened during the past fortnight, but prices remain unchanged at 9½c. to 10½c. Aside from this

but little interest has occurred in the market.

Aniline oil and salt are both lower, the first being quoted at 8½c. to 9½c. and the second at 7½c. to 8½c.

Gambier is easier under new arrivals and spot quotations have declined to 2½c. to 3c.

CHEMICALS.

Acetanilid has been unsettled by the introduction of new competition, which in its efforts to secure a division of the trade, has brought about a decline in the general quotations to 27c. to 28c. It is even rumored that this price may be cut if the new manufacturers endeavor to force the market.

Ammonia sulphate is easier abroad, and has declined to \$3.07½ to \$3.15, while bone remains unchanged to \$3 to \$3.10.

Arsenic, white, remains at 4½c. to 4¾c., at which prices trade requirements are being supplied. Red, quoted 8c. to 9c.

Blue vitriol seems to have been marked up a little higher than the advance in the metal justifies, and in consequence there has been a fractional decline, the ruling quotations being 5½c. to 5¾c.

Mercurials remain firm at the advance quoted in our last issue. Manufacturers' quotations are as follows: Blue pill, 37c. to 38c.; Calomel, 75c. to 77c.; corrosive sublimate, 66c. to 68c.; 50 per cent ointment, 43c. to 44c.; 33 1-3 per cent ointment, 34c. to 35c.; red precipitate, 85c. to 87c., and white precipitate, 90c. to 92c.

Quicksilver is very firm at the advance of 60c. to 61c., referred to in our last issue.

Sal soda has been marked up, and for domestic we now quote 70c. to 85c., and for foreign 67½c. to 77½c. as to assay.

ESSENTIAL OILS.

Anise has stiffened up during the interval, and the price has been advanced to \$1.55 to \$1.60, at which figures it is held firmly. This change is in harmony with the advance reported by cable from abroad, and holders are very firm at the quotation.

Cassia is firmer under strong advices from Hong Kong and some holders have advanced their quotations to 90c. to 95c., though others still offer as low as 85c.

Cloves have sold quite well during the period under review, and the market is firm at 52½c. to 57½c.

Peppermint has been active during the period under review, but the demand has fallen off within the last few days, so far as export orders are concerned. Several thousand pounds of Western oil is reported as selling at 80c. to 85c., closing firm at the latter figure. H. G. H. is in fair request at \$1.15 to \$1.20, and a fairly satisfactory export trade has been done in the interval.

Sassafras is quiet at 32c. to 34c.

Thyme is firmer under reports of the new crop and quotations have been advanced to 4½c. to 5c., though no business is reported at the figures named.

GUMS.

Camphor has declined to 44c. to 45c. for domestic and 43c. to 44c. for Japanese. The change is one which generally occurs at this season of the year.

ROOTS.

Golden seal has recovered the loss noted in our last issue and may be quoted as

firm at 53c. to 57c. for well dried root. The general line of domestic roots is firm pending receipt of more definite information concerning the new crop.

Ipecac has eased off somewhat from the extraordinarily high prices which ruled for some time past and is now to be had at \$3.85 to \$4.15.

Jalap has been quite active during the interval, several tons of the root having changed hands at an advance in prices, the market closing firm at 12c. to 13c.

Senega is offered only sparingly, spot holders being very firm with no disposition to release their holdings until definite information is had concerning the new crop. We quote 26c. to 27c.

Sarsaparilla, Mexican, is in good demand and firmly held at 9½c. to 10c.

SEEDS.

Canary, millet and poppy have all made fractional advances, though but little business is being done.

Cummin, fennel and foenugreek are without quotable change; the demand for the various grades continues limited.

Mustard.—California yellow has declined to 3¾c. to 4c., the change being due to the favorable crop reports from the Coast.

Hints To Buyers.

Write to Runkel Bros., New York, for a sample of their essence of powdered chocolate, which article is not only very reasonable in price, but is of exceptionally fine quality.

Write for a sample of Thomas' English Prepared Chalk, to the Thomas Mfg. Co., Baltimore. It is offered in pink and white, and is packed in 8-lb. boxes. It is unquestionably the best article of the kind on the market.

The Tanglefoot fly paper is the one which sells itself. Those druggists who want to keep standard stock should carry

this. If you have not got it in stock now write for advertising matter and terms to the O. & W. Thum Co., Detroit, Mich.

The American bottle caps, manufactured by the Sayford Paper Specialty Co., of 50 North Twenty-third street, Philadelphia, are said to be equal to the imported article in every respect, and sold at much more reasonable figures. Samples and prices will be furnished on application.

The Imperial Chemical Mfg. Co., of 135 West Twenty-third street, New York, have probably the best selling hair preparation on the market. It affords a profit of fifty per cent to the druggist, and no advance in price was made on account of the stamp tax. Consequently, the trade should feel an interest in the goods, and express it by pushing them.

Henry Allen, 138 William street, New York, not only carries a full stock of everything in the glassware line needed by druggists, but he frequently has special "jobs" suitable for putting up medicines for domestic purposes and for country store trade on which he makes very attractive offers. Druggists having any country store trade should write Mr. Allen about this line of goods.

The "New Sanitary Still" made by the Cuprigraph Co., of Kinzie and Green streets, Chicago, is one of the most nearly ideal stills for the preparation of distilled water which is now before the drug trade. With gas at one dollar per thousand it will furnish distilled water at 2½ cents per gallon. Write to the manufacturers for description and price, mentioning The American Druggist.

Druggists should read the announcement of W. F. Young, of Springfield, Mass., who invites them to state on a postal card if they are carrying Absorbine in stock, so that he may refer consumers to them. He has made a most successful feature of his booklet, "How to Take Care of the Horse," and druggists have found it valuable to them in drawing trade to their stores. If you have not seen it, write him for a sample copy.

Vaccine Laboratories of H. K. Mulford Co.



The laboratories illustrated above are located at Glenolden, Delaware County, Pa. They have been built with the most scrupulous attention to the most exacting demands of biological and sanitary science. The H. K. Mulford Co., Philadelphia, will mail full description and literature on modern vaccine virus to applicants mentioning The American Druggist.

Open Letter to Retail Druggists.

Sirs: It may be of interest to you to know that we have instituted a suit against a certain cutter in Rhode Island, for the purpose of determining our legal status when goods are sold with price restrictions. We take the ground that we have a right to sell with restrictions and that when a dealer buys with notice of restrictions he is bound by them.

We base our contention somewhat on moral grounds, believing that every man is entitled to the results of his own labor if he inflicts no injustice upon anyone else.

While our counsel is not especially sanguine as to the outcome of the suit, he says: "It is not certain that you would not succeed in your efforts to obtain an injunction." He cites a case wherein the court says: "When an owner sells a patented article without any reservation respecting its use, or the title that is to pass, the purchaser acquires the whole right in the thing sold. * * * If the owner sells without reservations or restrictions, he parts with his monopoly so far as it can in any way qualify the rights of the purchaser. When the owner of a patent sells the patented article under circumstances that imply that the purchaser is not to acquire an unqualified property in the thing purchased, as where a license accompanies a transfer, the purchaser's rights are limited to the extent of the monopoly granted to him * * *"

We hope to obtain a decision on this important subject next fall. We mention it now merely to assure you that we have not abated our efforts to maintain full prices.

Our hopes of enforcing price restrictions through the agency of wholesale distributors have not been realized. They might be realized if we were to receive the co-operation of the retail trade. We are not ubiquitous—the retail trade is. It can therefore furnish us valuable information and we in turn can furnish the trade certain information. If the price of Phenylo-Caffein is cut in your city, and you desire to know where the cutter obtains his supply, buy a 25-cent box from him and mail to us. If the cutter's name is in our list of cutters no jobber is at liberty to sell to him without restrictions. If a jobber disregards his agreement wherein he has agreed not to sell to the cutters whose names we send to him, we desire to know that fact that we may know what jobbers not to supply. We are looking forward to the time when the N. A. R. D. will have a Bureau of Information to which we can transmit and from which we can receive reliable data. In the meantime we solicit the co-operation of individual druggists.

PHENYO-CAFFEIN CO.

Worcester, Mass., July 10.

Good Advertising.

Hearn's is one of the largest and most successful of the department and mail-order stores in New York City, and has adopted a policy which should certainly commend itself to every man in the retail drug business. This store restricts itself to legitimate dry goods and notions, shoes, etc., and lays special stress upon the fact that it handles no drugs, no liquors and no groceries, but does handle everything in dry goods. In view of the grasping tendency shown by other department stores, the legitimate dealers in drugs, liquors and groceries should make

it a point to evidence their appreciation of the attitude assumed by Hearn's by trading with them wherever possible. Another evidence of the liberal spirit of this concern is shown in the fact that during July and August Hearn's stores are closed all day Saturday, thus giving every employe a much-needed opportunity for rest and recreation for two days of each week during those months.

From Infancy to Old Age.

A very striking card is being issued by the Smith, Kline & French Co., of Philadelphia, in connection with their popular Eskay's Food. It shows side by side a striking life-size photograph of an old grandmother and a bouncing baby, both of whom have found Eskay's albumenized food a perfect nutrient. The card is the best advertising novelty ever gotten out in the food line, and everyone of our readers should apply to the Smith, Kline & French Co. for a copy.

Through the Drug Trade Only.

The Abbey Effervescent Salt Co. have made a most marvelous success in Canada with their medicine, and one of the strongest features of this success is that it was made in a perfectly legitimate way, the sales of the salt being confined exclusively to the drug trade. They have thus had the good will of the druggists all the way through. They propose to follow the same lines in the United States and will protect the retail drug trade in handling their preparation from the department-store competition. Abbey's effervescent salt is not for sale in barber-shops and gin-mills, but is found only in legitimate drug stores.

Immense sums are being expended in advertising the salt, and the legitimate retail drug trade is invited to share in the profits. For details of plan of introduction and free advertising matter address the Abbey Effervescent Salt Co., 9-11 Murray street, New York City, mentioning The American Druggist.

The Philadelphia College.

The Seventy-ninth Annual Announcement of the Philadelphia College of Pharmacy has been issued, and is a very complete pamphlet. It gives a historical sketch of the college, and dwells upon the various courses and the length of the term. It is also full of information in relation to the special courses, and it makes some comment in relation to the course in "Commercial Training," which is an optional one. The faculty of the college for the ensuing year will be as follows:

Dean of the Faculty, Professor of Pharmacy and Director of Pharmaceutical Laboratory, Jos. P. Remington, Ph. M., F.C.S.

Professor of Chemistry, Samuel P. Sadtler, Ph.D., F.C.S.

Professor of Materia Medica, Clement B. Lowe, Ph.G., M.D.

Professor of Botany and Pharmacognosy and Director of Microscopical Laboratory, Henry Kraemer, Ph.G., Ph.D.

Professor of Analytical Chemistry, Frank X. Moerk, Ph.G.

Instructors—Frank G. Ryan, Ph.G., Assistant in Theory and Practice of Pharmacy, and Assistant Director of the Pharmaceutical Laboratory; J. Louis D. Morrison, Ph.G., M.D., Assistant in Materia Medica, Botany and Pharmacog-

nomy; Freeman P. Stroup, Assistant in General and Pharmaceutical Chemistry.

Ice Cream and Water Ices.

If you use ice cream or water ices in your business it will pay you to give the following recipes a trial:

ICE CREAM.

Riphey's foamoline 5 ozs.
Fresh cream 2½ gals.
Granulated sugar 3½ lbs.

Add the 5 ounces of Foamoline to the 3½ pounds of sugar. Mix thoroughly while dry. Then add sufficient cream to moisten; beat to a smooth, thin paste; then add balance of your cream and it's ready for the freezer. Flavor to taste. This amount, where Riphey's Foamoline is used, will whip up to 5 gallons of ice cream when finished. With fresh cream at 60 cents per gallon, ice at 25 cents per 100 pounds, you can make pure ice cream at a cost of 40 cents per gallon.

RIPPEY'S LEMON ICE.

To the juice of 1 dozen lemons add 1 gallon of clear water, then strain. To 3 pounds of granulated sugar add 2 ounces of Riphey's Powdered Foamoline. Mix thoroughly while dry. Then add sufficient lemon water to moisten; stir to a smooth, thin paste, and then add balance of lemon water. When partly frozen add the whites of 5 eggs beaten to a stiff froth. Never strain after your foamoline and sugar are added. The above will whip up to 3 gallons of lemon ice when finished, at a cost of less than 25 cents per gallon.

For particulars as to "Foamoline" write to Wm. Rippey, 58 Walnut street, Cincinnati.

New Home for Bromo-Seltzer.

The Emerson Drug Co. have accepted designs for a new structure to be erected on the site of their present building on Fayette street near Eutaw, Baltimore. The structure will have a frontage of 60 feet and will be a thoroughly modern and complete building.

Women Drummers.

"Have women drummers proven a success?" said a wholesaler who employs a corps of travelers and has had personal experience on the road. "Yes and no. In certain lines they have done remarkably well, and in others they have failed. The thing seems to simmer itself down to this: A woman drummer generally succeeds best in light varieties of trade that bring her into contact with men who are accustomed to meeting lady customers. Otherwise she is out of her element. Men of affairs who handle large interests and place large orders do not like to talk business with a woman. They feel under a certain restraint, and if they speak their minds in regard to the quality of goods or their prices, or the representations made to them, the woman drummer is liable to construe it as a personal affront. The fact is that the majority of business men dislike to see a strange woman in their offices, and the result is that a woman solicitor is handicapped, no matter how earnest and able she may be."—New England Grocer.

A Modern Drug Store Ad.

Just drop into our store to-day,

And see the prices fall;

Our peerless bargains bring disease

Within the reach of all. —Life.

American Druggist

and Pharmaceutical Record.
"America's Leading Drug Journal." Founded 1871

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MILK PRESERVATIVES.

THE subject of pure food is daily assuming greater importance. The public are becoming more and more dissatisfied with inferior grades of goods, and are demanding that dealers shall furnish them articles of the nature, substance and quality demanded. Unfortunately, we have no satisfactory law which compels dealers to supply absolutely pure food products, and the latter are naturally taking advantage of this fact and supplying adulterated or preserved products in place of the natural article.

The laws regarding the sale of milk are, in this State, at any rate, very stringent, and the usual preservatives, such as boric acid, salicylic acid and sodium benzoate cannot lawfully be used for the preservation of this fluid. The wide application of formaldehyde and the difficulty in detecting it have led dealers to make extensive use of this product. Its peculiar advantage for this purpose lies in the fact that only a minute proportion is necessary for preservation, and that it is supposed to exercise no restrictive action on the digestive processes. During the last few months, however, this latter supposition has been widely challenged; but it is only recently that satisfactory experiments have been carried out leading to the conclusion that formaldehyde, even in minute quantities, exercises a decidedly inhibitory action on the process of digestion. A series of experiments carried out by Dr. Frank Morrison, president of the Indianapolis Board of Health, for the purpose of definitely ascertaining this fact, showed that in a dilution of only one drop to a gallon of milk formaldehyde delayed its digestion in artificial gastric juice for several hours, while the addition of ten drops almost entirely stopped the digestive process. Dr. Morrison's experiments show conclusively that even the smallest trace of formaldehyde delays the processes of digestion. It may be objected that test tube experiments are no criterion of what goes on in the human stomach, and while this is to a certain extent true, the natural process of digesting milk is so nearly approached in the test

tube that, provided comparative experiments are made, the results may be accepted as fairly accurate.

Dr. Morrison has also made a large number of experiments on animals, and we understand that the results from these experiments confirm the results obtained by artificial digestion. While there may be some difference of opinion as to the advisability of using preservatives in certain articles of food, all important authorities agree that milk is not a proper subject for the addition of any chemical preservative. It seems to be a food which is only suitable for use in the fresh condition. Decomposition should be prevented either by the use of ice or by pasteurization, and not by the addition of any foreign substance. Even the latter process is open to objection on account of the changes which it causes in the natural proteids of the milk.

PRESERVATIVES IN HYDROGEN DIOXIDE.

SOLUTION of hydrogen dioxide has grown rapidly in the favor of the medical profession within the past five years and it is highly important that a trustworthy preparation be available in the shops generally. That this is far from being the case is shown by the results of examinations of 50 commercial samples made by Smith and Oertel, in 1892, who found that 56 per cent of the samples examined yielded from 7 to 9 volumes of oxygen, or 2 to 2.5 Gm. in 100; 36 per cent contained less than 2 Gm. and 8 per cent were entirely deficient in dioxide. Dr. Squibb found that in two out of nine samples of so-called 15-volume solution only two contained as much as ten volumes, while two were less than half the strength claimed. Both La Wall and Eccles have obtained much higher results, but these investigators apparently operated on unopened original packages, probably obtained through jobbers, and therefore not really representing the preparation as it is dispensed in the average retail store.

We publish in another column the results of the examination of a number of samples of the peroxide, which present a wholly new phase of the subject. Is it possible—as would appear from the figures given—that we have been on the wrong track entirely in this matter? That instead of searching for the best preservative we should wholly discard preservation of any kind? These queries naturally suggest themselves and should be answered by a thorough study of the subject carried out by several independent observers.

One point seems to be settled by the results there published, and that is that the use of alcohol and ether is not permissible and they appear to be rapidly converted into acetic acid, for it is acetic acid which is formed and constitutes the excess of acid present in the old samples examined.



Since the above note was written, we have received a report of the proceedings of the British Pharmaceutical Conference, held at Plymouth July 25 and 26, and find that Charles T. Tyrer presented at that meeting some notes on hydrogen peroxide, which are of much interest in connection with the paper printed on page 67. Mr. Tyrer, like most of the investigators, seems to have started out with the assumption that the addition of some preservative is essential, and gives preference to phosphoric acid, on account of the effect upon the contents of hydrogen peroxide. Unfortunately, however, Mr. Tyrer made no report on the possible increase of acidity. We present below the results noted by him in the examination of specimens containing twelve, fifteen, twenty and thirty volumes respectively of hydrogen peroxide after a lapse of ten months.

Protected with One Per Cent.	12	15	20	30
Glycerin	8.9	11.7	15.8	17.0
Sulphuric acid....	8.1	11.5	15.0	cork blown out
Hydrochloric acid .	7.6	burst	13.2	14.8
Boroglyceride.....	8.8	11.6	15.0	16.4
Alcohol	8.6	11.6	15.2	16.0
Acid phos., 1.500 ..	9.2	12.2	16.8	17.3

A study of the results shown in this table fails to confirm the conclusion arrived at by Dr. Squibb some years since, that it is inadvisable to attempt to preserve a solution of a greater strength than ten volumes under the ordinary conditions to which the preparation is subjected in the pharmacy. Mr. Tyrer's table shows that the loss in a twelve and a fifteen volume solution are practically identical, while the increased loss in the stronger solution is not at all proportionate to the increase of the strength of the solution.

Send us an idea and win the Five Dollar Prize offered on page 68. It is ideas, not phraseology, that count.

BRITISH PHARMACEUTICAL CONFERENCE.

AS we go to press we receive the full reports of the conference of British pharmacists, held at Plymouth, on July 25 and 26. It is interesting to observe that both the character and number of the papers presented at these meetings continue to be highly satisfactory. The papers this year cover a wide range of subjects and embrace many which are of much practical importance.

Ipecacuanha is a fascinating subject for study, and is taken up in various aspects in four different papers. Two of these propose improvements upon the process of assay laid down in the British Pharmacopoeia, and that process is shown to be open to material improvement.

The report on East Indian ipecac is of special interest in view of the great scarcity of the Brazilian root, since the investigators conclude that the Johore root differs but little in character from that imported from Brazil, and they see no reason why it should not be used in lieu of the latter drug.

The question of drug standards is one of growing importance in this country, as in England, and the suggestion offered by Messrs. Moor and Cribb that a standard of quality be adopted by mutual consent of pharmacists, analysts and other interested persons will strike the American pharmacist as rather novel. In this country, where any legal standards have been set up at all, the Pharmacopoeia has been adopted with the results, however, not wholly satisfactory, in view of the rigidity of the pharmacopoeial requirements. The suits brought in Ohio for the adulteration of drugs, in which the United States Pharmacopoeia was taken as a standard have brought out a great deal of criticism of pharmacopoeial standards, and it will be recalled that Professor Lloyd has shown those standards to be at fault in the cases of flaxseed and mustard seed. In view of the variation in the different States in the matter of legal requirements as to purity, it would seem that the suggestion offered by Messrs. Moor and Cribb merits very careful consideration in this country as well as in England.

The titles of the remaining papers read will serve to indicate the wide field covered, varying as it does from a consideration of the Devonian Flora to a discussion of the process of manufacturing syrup of tolu. Besides the paper referred to, essays are presented on the following topics: Assay of Belladonna plasters, Reduced Iron, Delphinium Staphisagria, Terebene, Glucose Determination, A Weight Burette, Melting Points of Synthetic Drugs, Pilocarpine, The Strength of Araroba, The Purity of Al-

mond Oil, The Terepeneless Oils, Solution of Bismuth, The Quality of Carbon Disulphide, Permanent Blaud's Pills, Cardamom Oil, Decomposition of Sodium Bicarbonate by Heat, Examination of Official Lozenges, and the Natural Rubber Substitutes. This is certainly an excellent showing, and it is to be hoped that the American Pharmaceutical Association, at its approaching meeting at Put-In Bay will make as good a one.

THE A. PH. A.

AS announced in another column a reduced rate of one and a third fares has been made by the railroad for those attending the meeting of the American Pharmaceutical Association, which will convene at Put-In Bay, Ohio, on September 4. Hotel Victory, at which the meeting is to be held, is admirably situated, and the members need have no fear of suffering from the oppressive heat, which militated so much against the comfort and pleasure of the members at the Baltimore meeting. Situated far out in Lake Erie, the place of meeting is entirely surrounded by a large body of water, which insures a comfortable temperature, and offers many attractions in the way of entertainment to those who look upon the meeting as a period of recreation. To such as attend the meeting with more serious purpose, an excellent programme of papers and discussions is offered. Those residing in and around New York City can obtain full details regarding the routes and rates by addressing the editor of this journal. A circular of information will be mailed to all members of the Association in this territory, but non-members who are interested in this meeting are cordially invited to correspond with the editor.

OCTOBER 18.

This is the date of publication of the EXTRA OCTOBER NUMBER of the AMERICAN DRUGGIST, copies of which containing full accounts of the proceedings of the annual conventions of the three great national organizations of druggists—manufacturing, wholesale and retail—will be circulated throughout the United States, Mexico, Canada and all foreign countries. Advertisers are again reminded of this fact and are urged to complete their contracts for advertising—displayed advertisements and inserts—in time to secure desirable positions and space.

A Number of Good Ideas.

Your Prize Essay column has given me a number of good ideas and has been of benefit both to myself and to my employer.

C. P. C. TIMBERMAN.

Alexandria, Va.

EFFECTS OF PRESERVATIVES ON SOLUTION OF HYDRO- GEN DIOXIDE.

bottles were left open one month after beginning the experiments to note whether any effect was produced by exposure and to allow the preservative agent to evaporate. The slight evaporation of water which occurred in these samples was allowed for.

glyceride and nitrous ether for a period of five months. It will be observed that decrease in strength is correspondingly less than for one year, but as in the other table the increase in acidity is very great, ranging from over 30v to 600 per cent.

D and E were standard solutions known not to contain preservatives.

It is to be noted how much B and C have gained in acidity over A, and that they are still increasing is shown by the increase in the four months they have been standing since their first test.

It was evident that the oxygen of the preserved solution was used in transforming the preservative into acid.

These results indicate the necessity for forbidding the use of preservatives in the solution of hydrogen dioxide. The growing popularity of this preparation renders some such regulation a matter of prime importance and it is to be hoped that the Committee on Revision of the United States Pharmacopoeia will take up the subject.

The Estimation of Alkaloids of Pomegranate.—Ewer proposes (Arch.

Standard Solution.	During 1st month bottle remained	Loss in 1 year. Per cent.	Cc. N-10 NaOH required to neutralize 50 Cc.	
No.			Nov. 30, '97.	Nov. 30, '98.
1.....	Open.	67.84	5.2	5.2
2.....	Closed.	59.08	"	5.2
3 + 1 per cent Alcohol	Open.	56.35	"	64.2
4 1 " "	Closed.	57.27	"	60.2
5 2 " "	Open.	54.88	"	78.
6 2 " "	Closed.	55.35	"	73.
7 1 per cent Ether..	Open.	64.05	"	5.6
8 1 " "	Closed.	58.11	"	44.
9 2 " "	Open.	77.90	"	5.8
10 2 " "	Closed.	51.16	"	50.4

Samples 3 and 4, containing 1 per cent alcohol, lost in the open bottle 56.35 per cent and in the closed bottle 57.27 per cent, but the quantity of decinormal caustic soda solution required increased from

From the researches of Thenard, Schoenbein, Kingzett and others, we know that hydrogen dioxide keeps best in a slightly acid solution, the amount prescribed by the United States Pharmacopoeia being no more in 100 Cc. of the hydrogen dioxide than will be neutralized by 10 Cc. of a N-10 caustic alkali solution equivalent to about 0.049 per cent sulphuric acid, or 0.0465 per cent hydrochloric acid. This is a very small amount, but from actual experience has been found sufficient to prevent appreciable decomposition of a properly prepared 3 per cent solution for from five to six months.

Experiments have indicated that certain preservatives could be used to apparently increase the stability of the solutions, and, with a view of ascertaining definite results a series of tests, extending over a year, were undertaken. At regular intervals each sample was carefully examined and notes taken, a summary of which is appended.

A standard 3 per cent solution of hydrogen dioxide was used. The strength was determined by titrating 2 Cc. with a decinormal solution of potassium permanganate, while the acidity was found

All in Closed Bottles.		Loss in 5 months. Per cent.	Cc. N-10 NaOH required to neutralize 50 Cc.	
No.			July 13, '98.	Dec. 10, '98
11	Standard solution without preservatives.....	9.17	4.9	4.9
12	+ ½ per cent Boroglyceride.....	21.64	7.2	25.2
13	1 " "	34.27	9.4	54.9
14	½ " Nitrous Ether.....	9.83	5.3	13.9
15	1 " "	10.93	5.6	18.1
16	2 " "	11.40	5.8	19.6
17	Standard 27½ Vol. 8.5 per cent Sol. without preservatives.....	30.52	19.5	19.6
18	+ 1 per cent Boroglyceride.....	67.90	28.5	62.0
19	1 " Alcohol.....	42.79	19.5	78.5
20	1 " Nitrous Ether.....	20.20	20.4	47.5
21	1 " Acetic Acid.....	24.33	43.9	39.5

5.2 to 64.2 Cc., indicating an increase of over 1,200 per cent in acidity.

In all the other samples in this table an enormous increase in acidity appears except in Nos. 7 and 9, in which ether

All in Closed Bottles.		Loss in 4 months. Per cent.	Cc. N-10 NaOH required to neutralize 50 Cc.	
			Jan. 14, '99.	May 17, '99.
A	Fresh Solution, containing preservative ...	2.74	4.8	5.5
B	Sol. over a year old, " ...	7.17	48.6	59.3
C	" " " " " ...	6.13	71.0	72.0
D	Fresh Solution, free from preservative	-6.97	3.8	3.8
E	Old " " " " "	-10.	4.9	4.9

by titrating 50 Cc. with a decinormal solution of sodium hydroxide. The samples were allowed to stand in the laboratory, exposed to light and heat, in amber-colored bottles, during the period named for each sample.

The results observed when alcohol and ether were used as preservatives are shown in Table 1. The odd numbered

was the preservative used and the bottle left uncorked for the first month. The ether, being very volatile, much more so than the other preservatives, evaporated rapidly, and was practically gone before the bottle was corked, leaving the solution free from a preservative and nearly the same as standard.

Table II. shows the results with boro-

Pharm.) the following as a modification of Keller's nicotine process, for the estimation of the total alkaloids present in pomegranate bark. Six grammes of the bark in fine powder are treated with 60 Cc. each of ether and petroleum ether, and 10 Cc. of 20 per cent caustic alkali solution in a vessel holding 200 Cc., and well shaken for half an hour, after which it is allowed to stand for four hours; 100 Cc. of the ether layer are filtered into a vessel of the same size, and titrated with a weak standard acid, using methyl orange as an indicator, the liquid being well shaken after each addition of the acid. Each Cc. of 1-20th normal acid consumed is equivalent to .007375 gramme of alkaloids in 5 grammes of bark. Samples of the root bark were found to contain .6 to .7 per cent alkaloids, and of the branch bark .5 per cent. Storing appears to cause the alkaloidal content to diminish, and samples taken from druggists' shops were found to contain only .53 to .41 per cent. It is usually assumed that the pelletierine and isopelletierine are the only bases which are useful as vermifuges, the others being valueless.

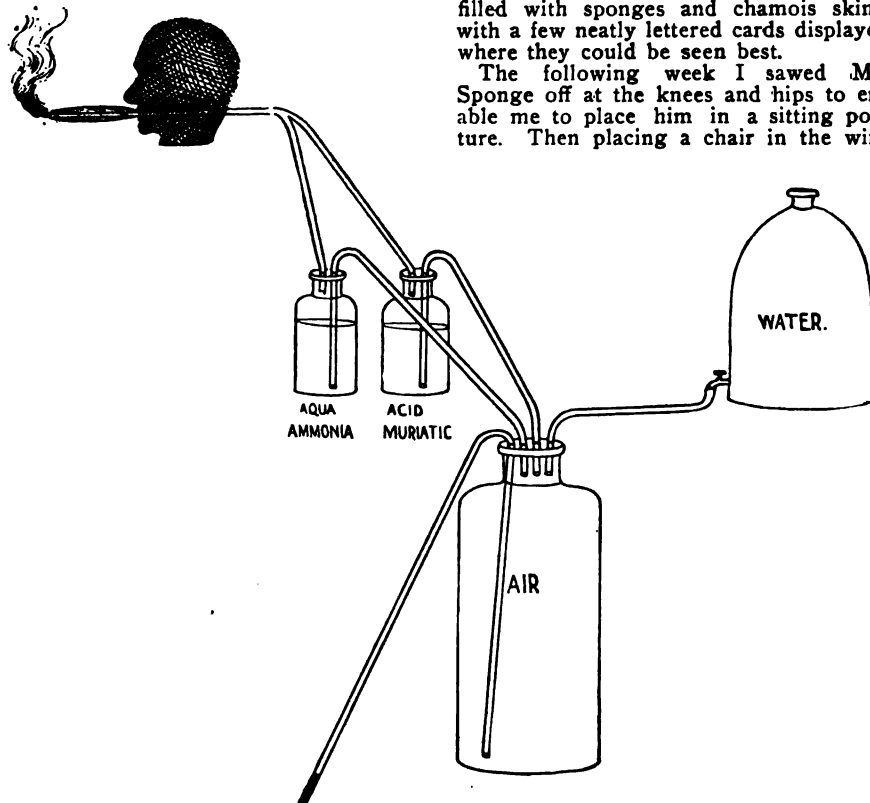
Prize Essay.

Brief, bright essays on subjects of interest to pharmacists are invited for the Prize Essay Department of the "American Druggist." For every article printed, long or short, the "American Druggist" will fortnightly pay \$5.00.

A SPONGE MAN.

BY J. DAVID WALKER, PH.G.,
Saginaw, Mich.

SPONGE has been the means of creating many new ideas in the art of window and other displays in drug stores. A sponge man has no doubt occupied space in many a pharmacist's window. My experience with one as a means of attracting attention to the window will perhaps be of interest to other pharmacists.



A "SPONGE MAN" FOR THE WINDOW.

I used a sponge man as a window attraction for a number of weeks and with exceptionally good results. The size of the figure was notable, being eight feet high. The details of manufacture are as follows:

The frame work was of pine board, having a barrel hoop nailed to the top to represent the crown of a hat, small sponges being used as a top covering and chamois skin forming the sides. A large sponge was used to form the head itself and two cup sponges for the ears, while for the nose a nice-shaped loofah just filled the bill (no pun). The mouth was fashioned out of cardboard, properly adjust-

ed to the sponge, and tinted with carmine solution. After imposing upon a friendly optician for a pair of glass eyes and inserting these where they were properly supposed to go, the head was completed.

The body was composed of sponges strung to the frame work and tied at intervals with twine. The arms were made in the same way and for hands a pair of bath mittens answered admirably. Extra long sponges attached to the ends of the legs answered for feet.

For the first week, I used a sponge and chamois display, keeping the window filled with sponges and chamois skins, with a few neatly lettered cards displayed where they could be seen best.

The following week I sawed Mr. Sponge off at the knees and hips to enable me to place him in a sitting posture. Then placing a chair in the win-

dow I seated the figure, and removing the hat tied a red bandana handkerchief around his head. This made a good subject for a headache cure, so I displayed a windowful, and the packages sold like hot cakes. A card suspended nearby told everybody who looked:

* * * * *

* I HAVE SUCH A HEADACHE! *

* * * * *

This display filled the week out nicely. The next week I removed the bandana

from his forehead and wrapped it around the jaws of my sponge man, and made a display of toothache cures. Later I removed the sponge feet, and having secured a pair of old gaiters, I cut them near where the toes were supposed to be and covered the space around the figure with packages of corn cures, corn and bunion plasters, etc., displaying at the same time, suspended from the neck of the figure, the sign:

* * * * *

* OH, MY CORNS! *

* OH, MY BUNIONS! *

* * * * *

As a fitting climax to the several displays I allowed Mr. Spongeman to enjoy a smoke in plain view of the passers-by. He smoked a cigar twelve hours a day for a week and during this time the window display consisted of the various brands of cigars, in boxes, kept in stock, and a profitable display it made.

The apparatus used for the production of smoke is shown in the accompanying cut and will be readily understood by every pharmacist. It represents a cheap and easily manufactured apparatus, almost automatic in its operation. Procuring two glass tubes of good size I tied them together and sent them to a cigar factory with an order to build a cigar around them. This accomplished, I placed the cigar in the mouth of the sponge man and allowed the ends of the tubes to protrude a short distance from the back of his head. Rubber tubes were then attached to each glass tube and led to bottles containing, respectively, ammonia water and muriatic acid, and these connected with glass tubes which reached nearly to the bottom of the bottles, both being connected by rubber tubing with a bottle of the capacity of 2½ gallons. A glass tube was attached to this bottle and connected above with rubber tubing corked at the end, so as to form a siphon to draw off the water, when the bottle filled. Another tube leading from this bottle was connected by rubber tubing to a 2-gallon fauceted can, filled with water. The apparatus was made ready by sealing all connections with plaster of Paris.

Now, by allowing the water to drip, drop by drop, into the air bottle the air is displaced and passes upward into the ammonia and acid bottles through the two pipe connections and upward through the pipes leading into the head. The mixing of the air in the pipes leading through the back of the sponge man's head into the cigar produces a cloudy vapor resembling smoke, after it passes out into the air.

When the air jar fills up the water may be siphoned off without disturbing the bottle and the water transferred back to the can.

To obtain the best effect the whole apparatus must be hidden from view excepting, of course, the tube leading to the head of the figure.

ROSE MILK.

Olive oil	2¼ ozs.
Soap	2¼ ozs.
Wax	2¼ ozs.
Spermaceti	2¼ ozs.
Sweet almonds.....	4 lbs.
Oil rose.....	150 grs.
Rose water.....	4 pints
Alcohol	1 pint

Mix, according to art.

Selected Pharmaceutical Formulas.

FROM ALL SOURCES.

Complexion Beautifiers.
[Continued.]

COLD CREAMS.

I. Parts.

Oil almond.....	425	gm.
Lanolin.....	185	
White wax.....	62	
Spermaceti.....	62	
Borax.....	4.5	
Rose water.....	300	

Melt together the first four ingredients, then incorporate the solution of borax in the rose water.

II.

Tragacanth.....	125	gm.
Boric acid.....	100	gm.
Glycerin.....	140	gm.
Expressed oil of almonds.....	50	gm.
Glyocoin.....	60	gm.
Oil of lavender.....	00.5	gm.
Water, q. s. add.....	1,000	gm.

Mix the tragacanth and the boric acid with the glycerin; add the almond oil, lavender oil and egg glycerite, which have been previously well incorporated, and lastly add the water in divided portions until a clear jelly of the desired consistency is obtained.

III.

Oil almonds.....	25	ozs.
Castor oil (odorless).....	6	ozs.
Lard (benzoated).....	8	ozs.
White wax.....	8	ozs.
Rose water (in winter less, in summer more than quantity named).....	12	ozs.
Orange-flower water.....	8	ozs.
Oil rose.....	15	mins.
Extract jasmine.....	6	drs.
Extract cassie.....	4	drs.
Borax.....	2	ozs.
Glycerin.....	4	ozs.

Melt the oil of sweet almond, wax and lard together and stir in the castor oil; make a solution of the borax in the glycerin and rose and orange-flower waters; add this solution, a little at a time, to the melted fat, stirring constantly to insure thorough incorporation; finally add the oil of rose dissolved in the extracts, and beat the ointment until cold.

Theatrical Cream and Face Paints.
CREAM.

White wax.....	3	ozs.
Spermaceti.....	1½	oz.
Oil sesamum.....	16	ozs.
Concentrated rose water.....	6	ozs.
Concentrated orange-flower water.....	2	ozs.
Powdered borax.....	2	drs.

Dissolve the borax in the water, set aside, and heat almost to boiling point. After wax and spermaceti have been dissolved in the oil, place these in a warmed mortar; then gradually add the hot borax solution, stirring briskly.

Face Paints.
WHITE.

Prepared chalk.....	40	Parts.
Zinc white.....	40	
Bismuth subnitrate.....	40	
Asbestos.....	40	
Oil sweet almonds.....	25	
Camphor.....	1	
Oil peppermint.....	5	
Perfume essence.....	5	

PINK.

Zinc white.....	250	Parts.
Bismuth subnitrate.....	250	
Asbestos.....	250	
Oil sweet almonds.....	100	
Camphor.....	65	
Oil peppermint.....	65	
Perfume essence.....	25	
Eosin.....	1	

DARK RED.

Same as above, coloring with solution of carmine.

BLACK.

I.

Parts.

Lampblack, best.....	1
Cacao butter.....	6
Oil of neroli, to perfume.	

Melt the cacao butter, add the lampblack, and while cooling make an intimate mixture, adding the perfume toward the last.

II.

Parts.

Lampblack.....	1
Oil sweet almonds.....	1
Oil cocoanut.....	1
Perfume, as desired.	

III.

Lampblack and glycerin, a sufficient quantity of each.

Beat the lampblack into a stiff paste with the glycerin. Apply with a sponge; if necessary, mix a little water with it when using.

Face Powders.

SWAN'S DOWN FACE POWDER.

Zinc oxide.....	8	ozs.
Orris root, powdered.....	2½	ozs.
Purified talcum, N. F.....	10	ozs.
Extract of musk.....	12	drops
Extract of jasmine.....	4	drops
Extract of white rose.....	9	drops
Extract of cassia.....	9	drops

Mix thoroughly and pass through a fine sieve.

LA BLANCHE.

Zinc oxide.....	4	ozs.
Rice powder.....	14	ozs.
Precipitated chalk.....	4	ozs.
Purified talcum, N. F.....	2	ozs.
Orris root, powdered.....	2	ozs.
Perfume as desired.		

Mix well and pass through a fine sieve.

WHITE ROSE.

Zinc oxide.....	1	lb.
Precipitated chalk.....	6	lbs.
Powdered talc.....	1	lb.
Corn starch.....	2	lbs.
Extract of white rose.....	1	oz.
Extract of jasmine.....	1	oz.
Extract of orange flower.....	1	oz.
Extract of cassia.....	1	oz.
Extract of musk.....	¼	oz.

If this powder be too light, a portion of the precipitated chalk may be replaced with prepared chalk.

JASMINE AND ORANGE.

Magnesium carbonate.....	½	lb.
Powdered talc.....	1	lb.
Oil of rose.....	8	drops
Oil of neroli.....	20	drops
Extract of jasmine.....	½	dr.
Extract of musk.....	1	dr.

FAVORITE FORMULAS.

Corn starch.....	7	lbs.
Rice flour.....	1	lb.
Powdered talc.....	1	lb.
Powdered orris.....	1	lb.
Extract of cassia.....	3	ozs.
Extract of jasmine.....	1	oz.

Mix thoroughly and pass through a 100 mesh bolting cloth.

Zinc oxide.....	4	ozs.
Rice powder.....	14	ozs.
Precipitated chalk.....	4	ozs.
Talcum powder.....	2	ozs.
Orris root, powder.....	2	ozs.
Perfume.....	Sufficient.	

Zinc oxide.....	2	ozs.
Orris root, powder.....	2	ozs.
Rice flour.....	16	ozs.
Oil of rose.....	9	drops
Oil of rose geranium.....	3	drops
Oil of ylang ylang.....	1	drop
Coumarin.....	½	gr.
Acetic ether.....	10	drops

Mix the first three ingredients. Mix the other ingredients so as to dissolve the coumarin, and incorporate this mixture with the powder.

TOILET POWDER.

Rice starch.....	5	ozs.
White bole.....	6	ozs.
French chalk.....	2	ozs.
Apple blossom perfume, q. s.		

Carmine solution to produce a pale pink.

Corn Cures.

LIQUIDS.

I.

Parts.

Salicylic acid.....	11
Extract cannabis indica.....	2
Flexible collodion to make.....	100

Dissolve the extract in the alcohol and the salicylic acid in about 50 parts of the collodion contained in a tared bottle; then add the former solution to the latter, and add enough collodion to make 100 parts.

II.

Parts.

Extract cannabis indica.....	1
Salicylic acid.....	10
Oil of turpentine.....	5
Collodion.....	82

Dissolve and add

Acetic acid.....	2
------------------	---

III.

Cocaine hydrochlorate.....	2	grs.
Salicylic acid.....	30	grs.
Alcohol.....	120	mins.
Extract cannabis indica.....	8	grs.
Collodion.....	120	mins.

IV.

Acid, salicylic.....	1	dr.
Resin, common.....	1	dr.
Aether methyl.....	1	oz.

Mix et S. If not satisfactory, use a larger proportion of salicylic acid, or apply more frequently.

V.

Salicylic acid.....	1	dr.
Lactic acid.....	1	dr.
Collodion.....	10	drs.

Dissolve.

CORN SALVES.

I.

Powdered lead acetate.....	
Powdered myrrh.....	
Powdered camphor.....	
Litharge, equal parts.....	
Sweet oil.....	
Petrolatum, of each sufficient.	

Mix the powders into a stiff paste with sweet oil, and add enough petrolatum to bring up to the consistence of an ointment.

II.

Parts.

Powdered verdigris.....	6
Savine ointment.....	42
Ext. cannabis indica.....	1

III.

Parts.

Salicylic acid.....	1
Lactic acid.....	1
Simple cerate.....	8

IV.

Parts.

Salicylic acid.....	2
Balsam Peru.....	2
Resin.....	2
Venice turpentine.....	3
Petrolatum.....	4
Beeswax.....	24

V.

Salicylic acid.....	1	dr.
Resin ointment.....	7	drs.

Melt the ointment and stir in the acid. Sig.: "To be applied night and morning."

CORN PLASTERS.

I.

Parts.

Salicylic acid.....	1
Belladonna plaster.....	1
Resin plaster.....	8

Melt the plasters together and stir in the acid. Use as below indicated.

II.

Parts.

Carbolic acid.....	1
Copper acetate.....	3
Resin plaster.....	36

Rub up the copper salt in fine powder and the acid; melt the plaster and stir in the mixture.

Spread the plaster on discs of fine kid, or swan-down, from ½ to ¾ inch in diameter. Adhesive plaster may be used as a carrier of the plaster.

(To be continued.)

NEW REMEDIES.

Report of Committee of New York State Association.

IN our issue of June 25 we published the introductory portion of the report of the Committee on New Remedies of the New York State Pharmaceutical Association, as presented at the Albany meeting. The remainder of the report, giving detailed information concerning the several remedies, is presented below. The members of the committee are T. J. Keenan, Adrian Paradis and Willis G. Gregory.

ACETYL-PHENETIDIN-SULPHONATES: Made by heating a sodium or other salt of phenetidin sulphonate with glacial acetic acid (Ap. Zeit., 1898, No. 95). Their uses are not stated.

ACIDEOLITH: A disinfectant of unknown composition containing sulphur.

ACONIN is the trade name for diparanylmethylphenethylguanidine, a cocaine substitute, used for producing local anaesthesia. It must be used in weak solutions, as in strong solutions it has a caustic action. For hypodermic injection 10 centigrammes (1½ grains) of aconin and 8 decigrams of sodium chloride are dissolved in 100 Cc. of distilled water (3 ounces 8 drams).

AFTANNIN: An infusion of herbs containing 5 per cent of glycerin and 1.5 per cent of formaldehyde. Recommended for foot and mouth disease in cattle.

ALANTOL CIGARETTES: Cigarettes, made from tobacco containing but little nicotine and impregnated with a tincture of elecampane root.

ALGINIC ACID, obtained from seaweeds, forms compounds with a number of metals, the compounds being insoluble. It unites with alkalis to form salts soluble in water.

ALSOL: Trade name for aluminum aceto-tartrate.

AMYLENE CHLORAL: Oily heavy colorless liquid, camphoraceous odor and sharp cooling taste. Insoluble in cold water. Miscible in all proportions with alcohol, ether, acetone, etc.

ANTHRAGLUCORHEIN: A mixture of the active purgative constituents of rhubarb, obtained from rhubarb, in the same way as anthraglucosennin is obtained from senna, which see.

ANTHRAGLUCORHAMIN: The active purgative constituent of buckthorn bark.

ANTHRAGLUCOSAGRADIN: The active purgative constituent of cascara.

ANTHRAGLUCOSENNIN is a mixture of the active purgative constituents of senna, obtained by exhausting the leaf with a very diluted alkali, as aqua ammonia, by percolation. The extract is precipitated by hydrochloric acid, which throws down the glucosides in the form of a dark brown precipitate which is extracted with alcohol, or a mixture of ether and alcohol. The alcoholic solution is evaporated to dryness and constitutes anthraglucosennin.

ANTIMONY ALGINATE forms a white powder containing 45 per cent antimony.

ANTIPYRINE TANNATE: Yellow, tasteless powder, insoluble in water; containing about 37 per cent of antipyrine and 63 per cent of tannin. On contact with acids it is resolved into its component constituents. Made by dissolving 3.2 Gms. of antipyrine in 10 Cc. of water, and mixing solution with a solution of 1.88 Gms. of tannin in a like quantity of water.

ARGONIN: A German patented chemical, being a casein compound of silver, prepared by adding a solution of a sodium compound of casein to a solution of silver nitrate, and precipitating the argonin thus formed by the addition of alcohol. Argonin possesses strong antiseptic power and is used in the treatment of gonorrhoea in the form of a 1 to 1,000 solution in water or stronger, applied as a urethral injection. Argonin contains 4 per cent of silver. It is incompatible with acids.

ARGONIN-L differs from ordinary argonin in its solubility in water. While the latter can be dissolved only with aid of boiling water, the new preparation forms solutions in cold water that remain unchanged for months. Argonin-L contains 10 per cent of silver and is used in 1 per cent solution.

ARSENIC ALGINATE: Obtained by the precipitation of arsenic chloride by sodium alginate. It has been suggested as a substitute for Fowler's solution. It is soluble in alkaline solutions.

ASPIRIN is prepared by the action of acetic anhydride on salicylic acid. It forms white crystalline needles. It is highly recommended as an anti-rheumatic.

ASTEROL is the trivial name for mercury phenylsulphonate. It occurs as a brown powder, soluble freely in hot water, forming a solution which remains permanent for a long time. It is recommended as a substitute for solutions of corrosive sublimate as an antiseptic for wounds, in solutions of 2 to 4 per cent strength.

AXI: Fat from a species of Mexican cochineal. Used in prurigo.

BALATIN: Thin, creamy sap of a South American tree. Forms a transparent, soft, impermeable non-irritating covering for wounds, etc. Is miscible with water; coagulated by chloroform and alcohol.

BISMUTH ALGINATE occurs as a yellow powder, and contains 33 per cent of metallic bismuth. It is obtained by precipitating a solution of bismuth nitrate by sodium alginate.

BISMUTH OXY-IODIOXYPYROGALLATE: A brown, light, non-poisonous powder, permanent in the air.

BORACETOL: Mixture of boric acid and sodium acetate.

BOROCITROL: Compound of boric acid with neutral sodium citrate.

BOROL: Sodium boro-sulphate. For rendering interior of barrels aseptic. German patent.

BOKOTARTROL: Compound of boric acid with neutral potassium tartrate.

BORSYL: Mixture of boric acid, alkaline borates and cetyl alcohol.

CAPARRAPI OIL: An oil obtained from Nectandra Caparrapi, natural order Laurineae found in Colombo. Recommended as substitute for copaiba balsam.

CARBONATES OF THE PHENOLS, ETC.: These compounds have neither odor nor taste. They have been recommended as substitutes for the various bodies from which they are derived on this account. They are made by von Heyden, of Radebeul. These compounds are prepared by acting on alcohols or phenols with phosgene and heating the resulting ester with guaiacol, methol or similar pheno-like bodies.

CARBONIZED AMYL NITRITE: This is amyl nitrite which has been saturated to a definite extent with carbon monoxide. Inhalation of the carbonized amyl nitrite produces none of the unpleasant secondary symptoms observed with the use of amyl nitrite not so treated.

CASANTHROL is a mixture of casein ointment with 10 per cent of extract lithantracis, which latter is the ether and benzene soluble portion of coal tar. It forms a thick glutinous emulsion, and belongs to the so-called water-soluble varnishes. It is employed by dermatologists as an application in eczema, prurigo, etc.

CHEIRANTHIN: Glucoside from leaves and seeds of Cheiranthus Cheiri. Yellowish white powder or crystals, soluble in water, alcohol, ether, chloroform and acetone; insoluble in ether and benzene.

CHLORALBACIDE: Compound of chlorine and albumen. A resinous crumbly mass insoluble in water. The alkaline salts are soluble. Dose, 7 to 22 grs. before meals.

CINNAMYLMETA-CRESOL: See Hetocresol.

COLLOIDAL BISMUTH is poisonous and is of purely theoretical interest.

COLLODIAL MERCURY: See Hygrol.

COLLAIGOL is the trade name given to colloidal silver by a German manufacturer.

CRESAMINE: Mixture of ethylene diamine and tricesol. Antiseptic.

CREOSOFORM: French patented product made by mixing 1,000 Gms. of creosote with 800 Gms. of formaldehyde and 1,500 Gms. of hydrochloric acid. The mixture deposits a greenish substance, which is washed with water and solidifies on cooling. This is creosoform. It is credited with possessing powerful antiseptic and disinfectant properties, but its practical utility is not apparent, as it is insoluble in water and practically insoluble in any other solvent.

CREOSOTE-FORMALIN: A mixture of 150 parts of creosote, 600 parts of formalin and 375 parts of oil turpentine. A disinfectant.

CRYSTALLIN: Mixture of one part of pyroxilin, four parts of methyl alcohol and 15 parts of amyl acetate. Elastic crystallin is a mixture of 20 parts of crystallin, five parts of castor oil and 10 parts of Canada balsam. It is to be used in the same way as collodion.

CUPRIASEPTOL is a trade name for copper phenolsulphonate, prepared by Merck according to Gawalowski's method in two qualities, by the reaction between sulphuric and carbolic acids. It is prepared in form of small, light-green needles and as a light-green crystalline, coarse powder, containing 12.4 per cent of copper. The salts are recommended as haemostatics.

DIACETPHENETID: Brilliant, colorless, needles, melting at 63.5 deg. to 64 deg. C., and boiling at 182 deg. C. Soluble in alcohol, slightly in ether, almost insoluble in water. Hygroscopic. Action similar to that of phenacetin.

DIDYM is a liquid preparation of reddish color and acid reaction, recommended as a disinfectant. It contains didymium, cerium and sodium, with a little magnesium, and is therefore, probably, a by-product in the preparation of incandescent mantles. The name, being that of a chemical element, is badly chosen.

DIDYMIUM CHLORIDE AND SULPHATE: Recently proposed as disinfectants and preservatives. No relation to Didym above.

DIMETHYLETHYL-CARBONOL-CHLORAL: An oily colorless liquid with an odor of camphor, a cooling pungent taste, insoluble in water and miscible with alcohol, ether, acetone,

chloroform and fatty oils. It is made by the action of amylene hydrate (Dimethyl-ethyl-carbonol) on chloral.

DIOODOFORM: See Periodethylene.

DIONIN is the hydrochlorate of ethyl morphine, a new derivative of morphine, resembling Codeine, which it differs from physiologically in being more powerful and persistent in its action. It is not so reliable in its analgesic action as morphine, but is free from the unpleasant secondary effects of the last named. It is a white micro-crystalline powder; bitter in taste; easily soluble in water. The dose of Dionin is the same as that of Codeine, for which it is a succedaneum, viz.: 0.15 Gm. (¾ grain) or 0.03 Gm. (½ grain).

DOLOMOL: Stearo-palmitate of calcium and magnesium. Dusting-powder.

DORMIOL is the name applied by a German manufacturer to dimethylethylcarbinolchloral, a combination of chloral and amylene hydrate prepared by fusing together the two substances in molecular proportions. Dormiol is given in doses of from 7 to 45 grains to produce sleep. It is an oily liquid insoluble in water; it is best given in emulsion form sweetened with syrup.

EUDERMOL: Nicotine salicylate, occurs in colorless hexagonal crystals, which melt at 177.5 deg. C., is stable when carefully stored, and has been employed in the treatment of syphilis and similar skin diseases. Contains 54 per cent of nicotine.

EUGALLOL: Mono-acetate of pyrogallallic acid. Thick, syrup, transparent mass of brownish yellow color, ready soluble in water. Marketed in 33 per cent acetone solution. Same uses as leu-gallol.

EUGENOFORM: This is the name which has been given to the sodium salt of eugenol-carbinol. It occurs in broad, colorless leaflets, which melt at 180 deg. C., dissolve readily in water and difficultly in alcohol and are insoluble in ether.

EUGENOL-CARBINOL is formed by the action of formaldehyde upon eugenol and is readily decomposed in the body yielding formaldehyde.

EULACTOL is a new dietetic preparation said to be a compound of cow's milk and albumen. It is a whitish powder.

EUNOL: Naphthol eucalyptol in its alpha and beta forms. Alpha eunol is a combination of alpha naphthol and eucalyptol. Beta eunol is a mixture of beta naphthol and eucalyptol combined by heating and subsequent treatment. It is an antiseptic used for treating wounds and ulcers.

FORMALDEHYDE STARCH AND GUM: Prepared by the action of formaldehyde upon starch, or gum, under pressure at a temperature of 100 to 150 degrees C., the product being subsequently purified. The compound is recommended as a means of applying formaldehyde. Used both internally and in the form of an injection.

FORMALDEHYDE-TANNALBUMINATE COMPOUNDS: Prepared by the action of formaldehyde upon a previously prepared combination of tannin with albumen. The compound is insoluble in the stomach, but is decomposed in the intestinal tract, acting as an astringent and antiseptic.

FORMALDEHYDE COMPOUNDS with phenols, naphthols, etc. These compounds are known as naphtho-formin, etc., and are prepared by mixing a solution of the phenol desired into a solution of formaldehyde in ammonia water.

FORMOFERIN: A mixture of 0.13 parts of formaldehyde, 0.1 part of thymol, 34.5 parts of zinc oxide and 65.2 parts of powdered starch. Recommended as a foot powder.

GALLOFORMIN: Hard opaque needles, difficultly soluble in water, ether and glycerin, and insoluble in alcohol, benzol and fixed oils. Made by action of gallic acid on hexamethylene tetramine. Decomposed with liberation of formaldehyde, by either acids or alkalis.

GEMENOL is the name applied to the essential oil of Melaleuca Viridiflora, a plant of the order Myrtaceae, indigenous to New Caledonia.

GLUTOL is a formaldehyde compound of gelatin. It is a dry powder, which is used as an antiseptic application to wounds. In contact with the tissues it gradually gives off formaldehyde.

HEROIN is a derivative of morphine—the di-acetic acid ester—used as a substitute for codeine; anodyne and sedative. Dose, 1-14 to 1-7 grain.

HOLZINE is a liquid used as an antiseptic. It is composed of a mixture of formaldehyde, menthol and methyl alcohol in the proportions: Formaldehyde 35 per cent, menthol 5 per cent, methyl alcohol 60 per cent.

HYDRAGONIN: A new diuretic. Composition not given.

HYRGOL (water soluble mercury) is a proprietary preparation made by the Chem. Fabrik von Heyden. It is understood to contain about 80 per cent of metallic mercury and some ammonia salts and citric and nitric acid.

ICHTHALBIN: A compound of albumen and ichthyol, prepared by adding ammonium sulpho-ichthyolate to a solution of albumen and subsequently adding diluted sulphuric acid.

ICHTHYOL COMPOUNDS, tasteless: Prepared by treating metallic and earthy salts of

ichthyol with alcohol, methyl alcohol or ether, or by heating the salts to 130 to 140 degrees C.

IODOFORMOGEN is a compound of iodoform and albumin, defined chemically as iodoform albuminate. It occurs as a fine, loose, dry, non-conglutinating, practically odorless (it has a faint acido-etheral odor), permanent powder, 2½ times as voluminous as powdered iodoform.

IODOL MENTHOL: A mixture of 1 part of menthol with 99 of iodoform.

IRON ALGINATE is one of the more important preparations of alginic acid. It is a brown, tasteless, insoluble powder, containing 10.97 per cent of iron. It is administered in the treatment of anemia in doses of 10 to 15 grains thrice daily.

KELENE METHYL: A mixture of chloride of ethyl and methyl.

LENIGALLOL: Triacetate of pyrogallol. White powder, insoluble in water. Non-toxic, non-irritating application. Used in 0.5 to 5 per cent ointment. Eczema, etc. Preferable to eucallol.

LENIROBIN: Tetra acetate of chrysarobin. Less irritating than chrysarobin itself.

MAGNESIUM ALGINATE results from the action of alginic acid on magnesium carbonate. It contains 4.2 per cent of magnesium.

MERCURIC OXIDE ALGINATE is obtained by treating a solution of mercuric nitrate with sodium alginate. It forms a grayish white powder, soluble in ammonia.

MERCURIUS OXIDE ALGINATE is prepared by treating mercurous nitrate with sodium alginate. It is gray in color, becoming black with ammonia, and contains 33 per cent metallic mercury.

META-CRESOL-ANYTOL: A solution containing 40 per cent of meta-cresol and 50 per cent of anytin (a 33-1-3 per cent aqueous solution of the alcoholic extract of ichthyol), recommended for external application in the treatment of erysipelas.

MORPHINE ALGINATE is a salt of morphine and alginic acid. It contains 35 per cent of the alkaloid.

NIRVANIN: The hydrochlorate of diethylglycyl-para-amido-ortho-oxybenzoic acid methyl ester. White prismatic crystals, soluble in water with neutral reaction. Melting point 186 degrees C. Non-toxic local anaesthetic.

OCULIN: Glycerin extract of the ciliary and vitreous bodies of bullock's eyes. Used in treatment of detachment of the retina.

ORGANSOL: See Hydrogrol.

ORTHOFORM EMULSION: Orthoform, 25 parts, olive oil 100 parts. Used as injection in tuberculosis of the larynx.

ORTHOFORM "NEW" is the methyl ester of metaamidoparaoxybenzoic acid, differing from the original Orthoform, which was the methyl ester of paraamidometaoxybenzoic acid. It is a white, odorless, tasteless powder, only sparingly soluble in water. The new orthoform is less expensive than the old and does not cake or lump when applied to the surface of wounds. It is said to be superior to cocaine as an analgesic when applied direct to the denuded surface in burns and ulcerations; to possess none of the defects of cocaine and to produce an anaesthesia of from 18 to 36 hours' duration. It is not "absolutely non-toxic," as stated by Coblenz, several cases of poisoning from its too free use having been reported recently. It forms a soluble crystalline salt with hydrochloric acid.

PERIODETHYLENE, or Diodoform, is an iodoform substitute, prepared by the interaction of iodine and calcium carbide. It is a very light, bright yellow and inodorous powder, and gives up its iodine when heated. It has the formula C_2I_4 .

PHENEGOL is a new antiseptic, the mercuric-potassium salt of nitrophenolsulphonic acid. The nitro derivatives of parphenolsulphonic acid combine readily with mercury. The suffix-egol is used for this new class of compounds. The prefix indicates the base from which the substance is derived. Thus phenegol, cresegol, thymegol have been prepared. Phenegol occurs as a reddish-brown, odorless and tasteless powder, soluble in water.

PHENETIDIN SULPHONATE: Made by adding phenetidin to strong or fuming sulphuric acid and heating the mixture to 100 to 120 degrees C. Its uses have not been published.

PHENOSALYL: Made by melting together 1 part of salicylic acid, 2 of lactic acid, 8 of carbolic acid and 0.1 part of menthol.

PHENOSOL: Para-phenetidin salicylate. Made by heating salicyl-acetic acid with parphenetidin to 60 degrees C. Needles melting at 182 degrees C., difficultly soluble in water, alcohol and ether and easily decomposed into its component constituents by warming with an alkali. Antipyretic.

PHOSOTE is the French name for compound of 80 parts of creosote and 20 parts of phosphoric anhydride. It is a syrupy liquid with a slight odor and taste of creosote, which latter it is intended to displace in the treatment of phthisis. Dose, 1 to 6 grams per day.

POLYFORMIN SOLUBLE: Combination of two molecules of resorcin with one of hexamethylene tetramine. Handsome white crystals, antiseptic.

PRASOID: A solution of globularin and globularetin. Recommended for the treatment of gout and rheumatism.

PYROGALLOL COLLODION: A mixture of 1 part of pyrogallol acid, 2 of Canada fir and 17 of collodion. Recommended as a medium for applying pyrogallol acid to the skin which will not turn black.

PYROGALLOL-FORMIN: Prepared in the same way as resorcin-formin. A voluminous, pale yellow powder which turns black, by oxidation, on exposure to the atmosphere.

PYROSAL: Acid salicylate of antipyrin. Crystals with a melting point of 149 to 150 degrees C., difficultly soluble in water, alcohol and ether and decomposed by either acids or bases into its component constituents.

QUININE UREO-HYDROCHLORATE: For malarial and intermittent fevers. Dose, about 9 grains.

RESORCIN FORMIN: This is prepared by pouring a solution of resorcin in formaldehyde into ammonia water. It forms a fine yellowish brown powder, which is decomposed upon boiling with alkalis and then yields formaldehyde. This belongs to the class of "phenol-formaldehyde" compounds referred to elsewhere as an antiseptic.

SALICYL-GALLIC ACID: Made by heating a mixture of gallic and salicylic acids or of their salts with phosphorus oxychlorides or anhydride or some other dehydrating agents. Insoluble in water, ether and chloroform. Its uses have not been stated.

SALIGALLOL: Disalicylate of pyrogallol acid. Solid, resinous body, soluble in 2 parts of acetone and 15 parts of chloroform. Externally in skin diseases.

SANGUINOFORM: Claimed to contain nucleated blood corpuscles rich in hemoglobin and still able to develop. Dry powder. Tonic in anaemic conditions. Dose, half a teaspoonful.

SERO-ARSENIC: Normal serum containing sodium arsenite. Recommended as a clyster in the treatment of tuberculosis.

SERUM, Medicated: Defibrinated blood from domestic animals in which any desired medication may be dissolved.

SODIUM ACET-PHENETIDIN-SULPHONATE: A hygroscopic crystalline, reddish white mass, difficultly soluble in alcohol, insoluble in ether and readily soluble in water. May be used as a substitute for phenacetine.

STRYCHNINE ALGINATE: A salt of alginic acid and strychnine, containing 50 per cent of the alkaloid.

TANNIN ALBUMINATES, Insoluble: Made by the action of formaldehyde upon albuminous compounds of tannin. Insoluble in the stomach, but dissolved in the intestines.

TANNIN-BISMUTH DERIVATIVES: Several tannin derivatives have been prepared to use either in the form of powder or in ointments for the treatment of wounds in the following manner: Either one or two molecules (for mono or di-bismuth salt) of a bismuth salt, as for instance, the nitrate is mixed with one or two molecules of an iodide and one molecule of tannic or any similar acid or with a condensation product of formaldehyde with tannin.

TANNOCASUM is the copyrighted name in The Netherlands for casein tannate, made by dissolving casein in water, to which sodium carbonate has been added. Tannin and formaldehyde are added to the solution, followed by hydrochloric acid, which precipitates the tannocasein thus formed.

TANNOCOL is a combination of tannin and gelatin, occurring as a grayish-white, odorless and tasteless powder, almost insoluble in water, composed of about equal proportions of tannin and gelatin. For adults, tannocol is prescribed in doses of 1 Gm.; for children, in doses of 0.05 Gm., several times a day.

THYMOL CARBONATE: A thick, light yellow liquid, insoluble in water, soluble in the usual organic solvents.

THYMOBROMAL: A mixture of extract of chestnut leaves, cold aqueous solution of thyme and bromal hydrate.

TRIBENZOYL-GALLIC ACID: Made by adding benzoyl chloride to a solution of gallic acid containing a caustic alkali. White, odorless tasteless crystals, insoluble in water, which are not decomposed in the stomach, but split up in the intestines and there absorbed.

TRIPHENIN (propionylphenetidin) is made by boiling a mixture of para-phenetidin and propionic acid. It is a white, odorless crystalline powder, with a slightly bitter taste. It fuses at 120 degrees, and is soluble in 2,000 parts of water. The dose varies from 0.5 to 1.0, and is best given in tablets. It is said to be of value as an antipyretic and antineuralgic.

TRIPHENETOL-GUANIDIN HYDROCHLORATE: Used as an anaesthetic in ophthalmology.

TROPON is a new dietetic compound described as "specially prepared albumen," derived from animal and vegetable sources. It is said to be superior to peptone, as it is not predigested. It is a fine grayish-brown, almost odorless and tasteless powder, insoluble in water. It is now obtainable in the American market.

UNGUENTUM HYGROLI: Mercurial ointment made with hygrol instead of mercury.

UROPHERIN SALICYLATE: Salicylate of lithium theobrominate. Diuretic.

VANADIN: solution of a vanadium salt with sodium chloride. Disinfectant.

VALERYDIN: Para-amido-phenetol valerianate. Snow white, shining needles melting at 129 degrees C. Soluble in alcohol, chloroform and acetone; less soluble in ether, and almost insoluble in water. Sedative. Dose, 7 to 15 grains several times daily.

VASOTHION is a partially oxidized petroleum containing more than 10 per cent of sulphur. It is the subject of a German patent and is employed in the treatment of certain affections of the skin. It resembles thilandin and similar thio compounds.

ZINOL consists of 1 part of zinc acetate and 4 parts of alumnol (aluminum naphthol-sulphonate). It is recommended for use locally in the treatment of gonorrhoea in aqueous solutions containing from 1½ to 3 parts of the substance to 1,000 of the solution.

Quantitative Estimation of Santonin.

J. Katz is of the opinion that none of the processes heretofore proposed for the determination of santonin is reliable and, after a thorough study of the subject, proposes (Arch. der Pharm. 1899, 4) the following process: Ten Grammes of santonin flowers in coarse powder are extracted in a Soxhlet apparatus with ether of 0.720 sp. gr. for two hours and the ether then distilled off. The extract obtained, about 1.5 to 2 Gms., is dark green in color and of a resinous consistency. This is boiled for from 15 to 20 minutes in a retort with a reflux condenser together with a solution of 5 Gms. of crystallized barium hydrate in 100 Cc. of water. This is allowed to cool and, without filtering, saturated with carbon dioxide until the liquid gives an acid reaction to litmus paper. The liquid is then filtered preferably with the aid of a vacuum pump, washing the flask and filter twice, using 20 Cc. of water each time. A light yellow liquid is thus obtained which is then evaporated down to about 20 Cc., and 10 Cc. of 12.5 per cent hydrochloric acid added, the mixture allowed to stand for two minutes, not longer, on the water bath and then the acid liquid poured into a separatory funnel. The santonin crystals left in the capsule are dissolved in chloroform, and this solution also poured into the separatory funnel and agitated thoroughly. After the mixture has separated the chloroform solution is drawn off, filtered through a filter, moistened with chloroform, the funnel, capsule and filter each washed with 20 Cc. of chloroform and the filtrate added to the chloroform solution. The chloroform is distilled off, and the residue boiled for fifteen minutes with 50 Cc. of 15 per cent alcohol in a reflux condenser. The resulting mixture is filtered while hot into a small flask of known weight, and the still, condenser, and filter each washed twice with 10 Cc. of boiling 15 per cent alcohol, the washings being added to the contents of the flask, which is then covered with a watch crystal and set aside in a cool place. After the lapse of twenty-four hours the flask with contents is weighed, the contents passed through a filter 9 Cm. in diameter (the filtrate will be full of minute drops of resinous matter, presenting a milky appearance, which may be disregarded), and the flask and filter washed with 10 Cc. of 15 per cent alcohol, which may be disregarded in the correction to be made. The filter is dried in the flask and both are weighed. The known weight of flask and filter being deducted gives the weight of santonin. To the weight of the slightly yellowish crystals of santonin thus obtain-

ed should be added that of the santonin dissolved in the alcohol which, if the above directions have been carefully followed in every detail, may be calculated as 0.006 Gm. for every 10 Gm. of filtrate.

To Titrate the Santonin.

To titrate the santonin as obtained in the foregoing method in the form of a solution in 15 per cent alcohol the solution is evaporated to dryness and the residue dissolved in absolute alcohol. To this solution three drops of phenolphthalein are added and a sufficient quantity of decinormal potassa solution to produce a rose tint lasting ten minutes. Then add 20 Cc. of decinormal potassa solution, heat to the boiling point, add 50 Cc. of cold water, which intensifies the color of the phenolphthalein and titrate back with decinormal hydrochloric acid until a yellow color is produced. By means of a blank experiment it is learned how many Cc. of decinormal potassa solution are, under the same conditions, combined with the glass of the particular flask used. This figure is added to the number of Cc. of decinormal hydrochloric acid used and the sum subtracted from the 20 Cc. of decinormal potassa solution left. The difference when multiplied by the figure 0.0246 gives the quantity of santonin present.

Where an alcoholic tincture of the flowers is to be examined it is, of course, unnecessary to extract with ether. Fifty Cc. or 50 Gm. of the tincture are evaporated, and the residue treated directly with the baryta water as above directed.

In toxicological cases the mass under examination is first acidified with hydrochloric acid, then extracted with chloroform and this extract treated with baryta water, etc., as above.

The santonin contained in worm lozenges can be obtained in a state of sufficient purity by direct extraction with chloroform. With santonin chocolate pastils, however, the process must be slightly modified as follows: Three or four of the pastils are carefully weighed and are boiled in a reflux condenser with 5 Gm. of barium hydrate and 100 Cc. of water for fifteen minutes, and the liquid, when cool, saturated with carbon dioxide. The liquid is then filtered, the residue washed with water and the brownish filtrate evaporated to about 10 Cc. Ten Cc. of diluted hydrochloric acid are added, the mixture warmed and shaken out with chloroform, the chloroformic solution separated, evaporated to dryness, a little ether being added at the end to aid in removing the last of the chloroform (alcohol does not answer so well here) and the nearly white crystals of santonin weighed.

FOR TOOTHACHE.

Dauchez, May, recommends the following:

I.	
Hydrochloride of cocaine.....	1½ grs.
Menthol	15 grs.
Crystallized carbolic acid.....	15 grs.
Oil of cloves.....	5 drops.
Camphorated alcohol.....	120 grs.

Or,

II.	
Orthoform	15 grs.
Carbolic acid	15 grs.
Camphor	60 grs.
Chloral hydrate.....	60 grs.

The tooth cavity to be dried and then filled with cotton impregnated with either of these preparations.

SUGGESTIONS AND DEVICES.*

By E. G. EBERLE,
Dallas, Tex.

The first devices I wish to call attention to are a few methods of drawing acids, ammonia, etc., from tanks and carboys. Into the rubber tube (or combination tube of rubber and glass) insert an ordinary large sized glass syringe, draw or pump it until the acid has been drawn to the mouth of the syringe, then withdraw the latter, turn the tube into the receiving vessel, and permit the acid to run. This simply supplies the means of suction, which cannot be done by mouth.

Another method is to join an attachment to the rubber or glass tube about eight inches from exit, to which a suction bulb is fitted, an ordinary syringe bulb with valve will answer, close the orifice and compress bulb until acid runs.

Another method is the following: Obtain a good stopper for the carboy, drill two holes, through one hole insert a tube, bent, so that the liquid may flow into the receiver, the other end reaching to the bottom of the carboy; through the other opening insert a tube reaching to just below the cork; to this tube affix a rubber tube and syringe bulb, force air into the carboy by means of this, and, if joints are perfect, a flow will result, owing to pressure exerted. I have used this latter plan frequently in filling chloroform into bottles out of a hundred-pound can. I placed the scale convenient to the can, having counterpoise for bottle on one side of scale together with a pound weight bottle on the other, then pumping the bulb, the bottle is rapidly filled without waste by evaporation, or spilling. For drums, have a plug made to screw into the aperture. In this plug have two openings, as in cork for carboys, a bent lead pipe reaching to the bottom, and another reaching just below plug, to which a rubber tube is attached, and this connected with a small force pump, such as plumbers use. By this means the acid is forced out of the bent tube by air pressure from pump, on same principle as connection for carboys. These methods prevent waste and accidents and can be easily improvised by anyone having a little ingenuity.

A Filler for Oils.

Have a tinner make a pan of size desired; on each corner have an upright, so arranged that a tin trough can be attached, which can be raised or lowered to accommodate the height of the bottles to be filled. This trough is to be divided into sections, each holding the exact amount the bottle holds which is to be filled. The divisions are to be a little lower than the sides of the trough, and a spout fixed at one end of the latter to allow an excess of oil to escape into a container. In the bottom of each of these sections in the trough is to be an opening to which is affixed an outlet or spout as long as the neck of a castor oil bottle and of little less diameter. Corks are affixed to wires and one cork fitted to each section, so that the corks can be inserted or removed at will. It will now be seen that the trough is practically a section of funnels. The can containing the oil is placed a little higher than the trough, corks inserted and sections filled, excess of oil flows off. Corks are then removed and the bottles, which have been put in place,

are readily filled. I have a filler arranged to fill twelve bottles, and this is done, after a little experience, as rapidly as filling one bottle by hand, without the usual waste and mess. It will, of course, be understood that a different trough or section of funnels will have to be made for each size of bottle, but as the ordinary sizes are few, this amounts to but little expense.

An Ointment Slab.

Have a very shallow drawer fitted in your prescription case. Take two pieces of double thick glass, paint one side of each with asphaltum varnish, place varnished sides together, thus cementing it into one plate. Line the bottom of above drawer with putty and set glass plate into this, having it thoroughly smooth, level and flush with sides of drawer. This will give you an ointment slab always in place, easily cleaned, being of glass, and a dark background, which is an advantage, as most powders to be rubbed up in ointments are white, and rough particles can be easily detected. If it is desired to have a rough surface, place some gum camphor, turpentine and emery on slab and rub the mixture briskly over the surface of glass until desired roughness is obtained. A block of wood is the best thing to use in rubbing the emery over the glass.

Glass rods are easily broken in a drawer. I find that this will be avoided if you will affix two spiral pen racks to the bottom of the drawer, when the rods can be kept in place by inserting them as you would a penholder. Another method is to join about a dozen of the well known spring clamps used for hanging clothes. After joining them together, tack to the inside of the door of the closet containing the mortars, where the rods can be conveniently held in place by these clamps.

Graduates.

The method for suspending these is well known and needs no comment. It is simply done by sawing notches of various widths into a board, in which the graduate is hung by its base or foot.

Spatulas.

These are best kept in place by a spatula board. This can be made by taking two boards, cutting shallow grooves of various widths to suit different sizes of spatulas. Nail these boards together, sides containing grooves inward, when spatulas are placed into these grooves, handles protruding. This board can be arranged as a slide in the prescription case, of course running it on edge instead of flat surface. The grooves can be coated with emery by making a paste of emery and glue, thus providing the means of keeping the spatulas clean.

Percolator and Filter Racks.

These can be made by cutting circular holes of convenient sizes in a shelf for the purpose of holding percolators or funnels; or by fitting semi-circular pieces of board to slide in a rack, when these pieces can be fitted to hold percolators or funnels of any size in place.

I have found it convenient to have a circular filter rack, convenient to the prescription counter. Fix a pedestal to the base, with a circular board of convenient size, cut the necessary holes for small size funnels. In the centre of this board drill a hole so it can be made to slide up and down the pedestal to conform to the height of the receiving ves-

*Proceedings of the Texas Pharmaceutical Association, 1899.

sels. In the centre of the shelf an iron plate must be affixed, provided with a thumb screw, so as to hold it in place at any convenient point. This arrangement will be found very useful, as many preparations must be filtered that are prepared in this department, in fact more require that manipulation than are accorded it.

Powder Papers.

Nearly everyone will have had trouble in taking the powder papers out of the spaces in the prescription case drawer without crumpling them with the fingers. If you will cut a deep notch into each partition, you will avoid that difficulty; the finger can be placed in the notch and get underneath the paper without the usual bending of it.

A Paste Slab.

It is customary to use almanacs or papers for pasting. This looks unsightly and can be avoided by moulding a block of plaster of Paris in a cigar, or better, in a tin box. This can be used for pasting your label. The slab absorbs the moisture and can readily be washed when necessary. A gummed label is a nuisance and the customary method of applying it is unsightly. If you use gummed labels, use a damp sponge for moistening. It may also be in place here to suggest the saving of all pasteboard boxes; they come in very handy in storing many articles and protecting them from dirt and dust. Overstock of labels can thus be stored away. Select a kind of box you have a good many of, divide them in spaces, if large, and put your labels in these. Label the outside of the box with each label in the box, attach to the box a ring and then arrange these boxes alphabetically on shelves or in pigeon holes.

Sliding Closets.

It is quite necessary that many goods should be stored in the basement, and many of these are used frequently, and, therefore, an inconvenience. If you will have a closet made to slide up and down as a window by means of weights, you may have these articles always convenient. Cut a hole through the floor of the same dimensions as this closet and arrange the latter so it can be run up and down as suggested. A strong handle on the top shelf will be the means of starting to raise it; when through with it, push it back into the basement. The top shelf will have to be arranged so as to be level with the floor when down.

Storage of Pressed Herbs.

This is usually a difficult stock to store. I find the best method is to take a double section underneath a wall case and line it with tin. Preserve cigar boxes, use these as the recipients of the pressed herbs, label the outside with the label from off the pound package. Against the back of the case erect uprights spaced to receive a box in each division, and nail cleats along the sides of the uprights, so that between each set of cleats a box can be held in place. These sections are usually deep enough to allow one box in front of the other, so I provide for a double section in front, one swinging to the right, and the other to the left, similarly arranged as the solid section against the wall. This provides for a compact way of keeping these drugs, and the sections being tin lined, the boxes cannot be attacked by rats and mice. In-

sects are to some extent provided against, as most of them do not like the odor of tobacco and if a box should become infested, there is not much expense in replacing it with a new one. Worm-eaten drugs can frequently be used to make up bulk condition powder. It is quite essential that every druggist should be in possession of a botanical directory. I find Nickells' the most convenient and always keep it hanging in this cabinet. It is well known that all drugs have various names applied to them by different nationalities and even in different sections of the country.

In this connection I might mention that when taking stock it is a good policy to make a directory of the stock thus, designating each section by numbers. Very frequently you are certain of having this, that or the other drug in stock, but cannot find it high or low, when such a directory, practically arranged, provides a convenient means to readily trace any article in the store. If care be taken to add such stock as comes into the house from week to week, it will not only avoid annoyance and loss of time, but cause you to make a sale which you otherwise would have lost.

Moistening Powder for Percolation.

This is best done in the ordinary can with lid of the requisite size. Place the powder in the can, add the menstrum designated to moisten the powder, stir thoroughly with a stick, put one or two large glass stoppers in the box, place lid on box and shake thoroughly, label and place on counter or shelf to remain for the length of time required for proper maceration. Shake the can frequently in the meantime. This insures thorough moistening, prevents loss by evaporation, and the glass stoppers prevent the lumping of the powder. After macerating for the proper time required the drug is packed in percolator.

Wrapping Parchment Paper.

While parchment paper is used extensively by all pharmaceutical houses, all retailers do not know how to wrap with it. Cut paper of proper size so that in folding the grain of the paper will be parallel with the bottle. Dampen the paper evenly with a sponge, paste ends with library paste, apply ends, smooth them and complete wrapping. Apply a clean cloth over the top of bottle and press it evenly. Have strips of cloth, which latter wrap around the bottle and allow these to remain until paper is dry, then remove and you will have a well wrapped, neat package.

Excipients, Etc.

For excipient bottles, such as glycerin, syrup and water, I have found it convenient to insert a medicine dropper through the cork of bottle when the liquid can be dropped into the mass or powder as may be required. For glycerin a neat nickel-plated oil can is very convenient and is perhaps better for that purpose than the medicine dropper. A grater is convenient about the prescription department for powdering a minute quantity of drug that may be needed and difficult to powder in a wedgwood mortar. For powders that are put in with pills I find it convenient to insert a stopper such as used for tooth powders; it protects against dusting out an excessive amount of powder.

An egg beater is a useful article in making cold cream and stirring other preparations of that character. A milk-

shaker (power) is very useful in making emulsions.

Is There an "Odor Mortis?"

A curious incident is related in the current number of a French contemporary, says the "Medical Press." A favorite cat was the constant companion of an old lady, who in the course of time became ill and died. A few days, however, before the latter event occurred, nothing would induce the animal to remain in the room with its mistress. The cat was passed on to a second mistress, and soon became attached to her new owner and her surroundings. In the course, however, of some months later, the second mistress fell ill, and ultimately died, and again a few days before her death took place the cat refused to remain with her. Thus, argues our contemporary, the prognosis must be bad in a case where the favorite cat refuses to have anything more to do with its owner. Perhaps the animals detect an "odor mortis."

Alcohol in Milk.—A Peterman has examined the milk of cows fed on distiller's swill and found that the popular belief that milk from cows thus fed contains alcohol is erroneous, since in no sample did he find the slightest trace of alcohol.

The Blister Plant.—According to the Australian correspondent of the "Chemist and Druggist," the West Australian blister plant has been identified by Dr. Morrison, botanist to the Agricultural Department, as *Phebalium argenteum*. It blisters human skin if handled, and was thought by the gentleman who handed it to the department to kill cattle which feed on it, although no definite instances of this had occurred. The plant has never been examined as to its chemical or medicinal properties. It belongs to the Rutaceae, but the particular species *argenteum* is not mentioned in Mueller's second census of Australian plants of 1889.

Heroin.—Professor Harnack, writing from the Pharmacological Institute of Halle University (Munch. Med. Woch.), expresses a highly unfavorable opinion of the diacetyl derivative of morphine, which has been introduced into use under the name of heroin, and recommended as preferable to morphine as a medicinal agent. After recalling the fact that the physiological action of morphine and its derivatives was fully investigated in 1890 by Dott and Stockman, and that the general result arrived at in regard to esteroid acidyl derivatives, was that several of them, and especially diacetyl morphine, acted very powerfully on the respiration of rabbits and frogs, also affecting the heart, and were consequently more poisonous than morphine. In agreement with Dott and Stockman as to the greater influence of diacetyl morphine on the respiration as compared with morphine and the greater depression of the heart's action, Harnack condemns the use of heroin even in minute doses, and declares that it is more properly to be placed on a level with arsenic and veratrine as a poison than adopted as a substitute for morphine.

Wouldn't Try to Keep Store Without It.

I feel very kindly toward your journal and would not try to keep drug store without it.

F. M. LIGGETT.

Galion, Ohio.

Queries and Answers.

We shall be glad, in this department, to respond to calls for information bearing on pharmacy or any of its allied topics, and cordially invite our friends to make use of this column.

The name and address of the inquirer must accompany the communication, not for publication, but to assure attention, as we make it a rule to pay no regard to anonymous correspondence.

We have perfected arrangements to have legal queries answered by competent authority and invite our readers to avail themselves of this advice free of charge.

What States Have Pharmacy Laws.

—J.—Of the 45 States in the Union only two are without the benefit of laws regulating the practice of pharmacy. These are Nevada and Maryland. Of the four Territories of the United States, two have laws, viz.: New Mexico and Oklahoma. In Arizona and Indian Territory the practice of pharmacy is unrestricted and open to anybody who cares to take it up.

There are peculiarities connected with the working of pharmacy laws in some of the States which deserve mention. Thus, in Texas, whose extent of territory makes it extremely difficult to regulate affairs from the State capital, or for the members of a single board to meet at points widely separated from each other, independent boards are appointed for each judicial district, and we understand that the system works satisfactorily. Idaho has a pharmacy law empowering each county to organize its own board, but we do not know whether or not it is compulsory on the county to so organize. Idaho has not the same excuse that Texas has for the operation of district boards, the extent of its territory being much less than that of the States of California, Colorado, Montana, New Mexico, Nevada or Utah. As for Maryland, a law is on the statute books of that State, but it is operative only in the city of Baltimore. Any person may go to Maryland outside of the city of Baltimore and engage in pharmacy without fear of interference from the law.

Marking Inks for Glass and Metal.

—W. M.—The following represent recent formulas which will be found to yield satisfactory inks, not affected by water.

BLACK.

Fluid Indian ink.....11 parts
Sodium silicate solution.....1 to 2 parts
Mix.

WHITE.

Chinese white or barium sulphate. 1 part
Sodium silicate solution.....3 to 4 parts
Mix.

Keep in stoppered bottles; shake well before using. The writing is done with a steel pen.

Books on Assaying and Mineralogy.

—A. R.—The following are recommended as the best works: "A Text Book of Assaying," by C. and J. J. Beringer, London: Chas. Griffin & Co., Ltd., 1897; \$3.25. "Manual of Assaying," by W. L. Brown, Chicago: E. H. Sargent & Co., 1897; \$2.50. "A Manual of Practical Assaying," by H. Van F. Furman, New York: John Wiley & Son, 1897; \$3. "The Assayer's Manual," by Bruno Kerl, trans. by W. Brannet, Philadelphia: H. C. Baird & Co., 1899; \$3. "The Assayer's Guide,"

by O. M. Lieber, Philadelphia: H. C. Baird & Co., 1893; \$1.50. "Notes on Assaying," by P. de P. Ricketts and E. H. Miller, New York: John Wiley & Sons, 1897; \$3. "Treatise on Mineralogy," by F. Overman, Philadelphia: P. Blakiston's Son & Co.; \$1. "Practical Handbook for Miners, Metallurgists and Assayers," by Jul. Silversmith, New York: D. Van Nostrand. "Practical Metallurgy and Assaying," by A. H. Hiorns, New York: Macmillan & Co.; \$1.50. "The Explorer's and Assayer's Companion," by J. S. Phillips, San Francisco: Dewey & Co.; \$6.

Black Fly Ointment.—Quebec.—Several formulas are in vogue for this preparation, among the most satisfactory being the following:

Yellow wax 2 ozs.
Liquid tar 6 ozs.
Oil of pennyroyal..... 2 ozs.

Mix the ingredients by melting the wax and pine tar and adding the oil of pennyroyal. Put up in collapsible tubes. This is a favorite application with sportsmen for warding off the attacks of the black fly, whose bite is very annoying.

Sportsman's Soap.—Quebec.—A preparation, which is used in large quantities by anglers and sportsmen generally, has the following composition:

Oleic acid 2 ozs.
Ammonia water, 26 deg..... 2 ozs.
Tragacanth 30 grs.
Water, enough to make..... 8 ozs.

Saponify the acid with the ammonia; make a mucilage of the tragacanth with the water, and mix the whole, perfuming to taste. Put up in collapsible tubes.

Anatomical Preserving Solution.—T. V. W.—Formaldehyde is rapidly replacing many of the complex solutions of arsenic, zinc chloride, chloral, etc., heretofore used in embalming dead bodies, or preparing them for anatomical demonstration purposes. In the College of Physicians and Surgeons, New York City, excellent results have been obtained with the following pickle:

Formaldehyde solution (40 p. c.). 20 Cc.
Alcohol 600 Cc.
Water, enough to make.....1,000 Cc.

This may be used, either as a simple pickle in which sections of the head or other parts of the body used for anatomical demonstration may be kept so as to preserve their healthy flesh appearance, or as an injection to the whole cadaver. Cadavers slowly injected under pressure, with about 2 liters (the process of injecting through the carotid artery taking about two days), are preserved so as to keep in air for an indefinite period during dissection. This formula is published here for the first time in any journal.

Quinine Sulphate with Mindererus Spirit.—T. A. H.—Besides being a concentrated mixture in which it is difficult to keep the quinine in solution, there is a direct incompatibility between the acid solution of quinine and the solution of ammonium acetate. There is no reaction to speak of between the diluted sulphuric acid and the mindererus spirit, and this should be left out of consideration, as a glance at the prescription will show. The prescription:

Quinine sulph..... 1 dram
Acid sulph. dil.....30 mins.
Spt. aeth. nit..... 4 drams
Tinct. aconit. acet.....12 drops
Liq. ammon. acet..... 4 drams
Aq. cinnamon, to..... 2 ozs.

By effecting partial solution of the quinine in the diluted acid, added to the quinine, which has been previously converted into a smooth paste in the graduate by the addition of a little cinnamon water, and adding the sweet spirit of nitre, a clear solution results. Now, adding the tincture of aconite followed by sufficient water to bring the bulk of the solution up to 1½ oz., we add the required quantity of freshly prepared solution of ammonium acetate. The mixture remains clear for a few seconds, with a scarcely noticeable evolution of CO₂, but crystallization ensues rapidly and the whole is soon converted into a thick, pasty mass. The only possible explanation is that a reaction occurs between the ammonium acetate and the quinine sulphate, producing a less soluble salt of quinine—the acetate. The dilution of the alcohol by the solution of ammonium acetate must also be taken into account, as this serves to throw some of the quinine sulphate out of solution and the mass contains both quinine acetate and quinine sulphate. In the circumstances we think the dispenser would be quite justified in omitting the solution of ammonium acetate altogether, as it is not possible to get the medicinal effects of this drug in such a combination as the one quoted.

Lotion for Pimples and Blackheads.

—J. H. S.—The first step in the cure of these skin diseases is the cure of their cause, which lies generally in faulty nutrition. Comedones, or blackheads, are most frequently met with in anaemic patients, and the rational method of treatment would be the administration of ferruginous tonics, such as ferratin, etc. It will frequently be found also that the patient is costive in habit and requires a treatment for this. The occurrence of pimples is also generally traceable to systemic condition which will yield to proper treatment, arsenic, mercury and the iodides being generally valuable.

For local treatment a variety of applications have been proposed. The patient should scrub the face thoroughly with the soft green soap of the U. S. P., after allowing the soap to remain some time on the face. The points where the blackheads are most in evidence should be scrubbed with a piece of pumice stone. After removing all traces of the soap and pressing out the contents of the follicles apply the following lotion:

Liq. plumbi subacet..... 2 drs.
Glycerini ¼ oz.
Alcohol 2 ozs.
Spt. rose ½ oz.
Aq. lavand 2 drs.
Aq. destil. ad.....16 ozs.

Mix all together, adding the liq. plumbi last.

Instead of this lotion, the following

may be used after the contents of the follicles are pressed out:

	Parts.
Borax	10
Sodium bicarbonate	10
Ether	20
Rose water	300

Curacao Cordial.—E. F. D.—The following formulas will probably answer your purpose:

I.

Tincture of fresh orange peel.....	1 oz.
Tincture of tangerine orange peel..	1 oz.
Oil of orange.....	2 drs.
Alcohol	12 ozs.
Water	10 ozs.
Syrup	8 ozs.

Mix, and at the end of a few days filter.

II.

Fresh orange peel.....	30 ozs.
Tangerine orange peel.....	30 ozs.
Mace	2 drs.
Vanilla	24 grs.
Cinnamon	1 oz.
Alcohol.....	2 gals.

Macerate for a week and filter.

To the filtrate add

Jamaica rum	25 ozs.
Sugar	15 lbs.
Water	1 gal.

Dissolve, add caramel to color, and water to make the whole measure 50 pints.

Maraschino.—E. F. D.—The following formula is taken from an English source:

Oil of bitter almonds.....	15 mins.
Essence of vanilla.....	1 dr.
Jasmine extract	2 drs.
Raspberry essence	10 drops.
Oil of neroli	10 drops.
Oil of lemon.....	15 mins.
Spirits of nitrous ether.....	2 drs.
Alcohol	6 pts.
Sugar	8 lbs.
Rose water	10 ozs.
Water, sufficient to make.....	2 gals.

Make a liquor in the usual manner.

Liquid Glue or Cement.—L. M. W. L. writes: "I wish you or some of your readers would give me a formula for a first class liquid glue or cement. I want a glue for use in mending all kinds of crockery, wood and other household articles, and which will be impervious to water."

One of the best universal cement formulas is as follows:

Glue	3 ozs.
Gelatin	8 ozs.
Acetic acid	4 ozs.
Water	2 ozs.
Alum	30 grs.

Heat together for six hours, skim and add:

Alcohol	1 oz.
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Mix.

Another formula which is highly recommended by those who have used it stands thus:

Glue, white, in small pieces.....	2 ozs.
Acetic acid	8 ozs.
Nitric acid	10 drops

Mix the glue and acetic acid in a wide-mouthed stoppered bottle; set in a warm place, agitate frequently until dissolved, and then add the nitric acid. Keep in a well-stoppered vial.

Colors for Glass Electric Light Globes.—P. T. S.—The globes are best colored as follows: Wash the glass thoroughly to remove all dirt and polish with a clean piece of chamois leather. Then give the globes a coating of egg albumen by dipping them in a bath made by beating up the whites of two eggs in a pint of water and filtering. Hang up the

globes to dry. Dissolve the desired tint of aniline dye to the required shade in collodion (U. S. P.). When the solution is ready, dip the prepared glass bulbs therein, and hang them up in a current of air to dry.

Prune Juice.—L.—This is the name given by liquor blenders and rectifiers to what is practically a tincture of prunes with various added substances. The crushed prunes are extracted with diluted alcohol and the tincture or extract so formed is flavored with rose, bitter almond or other flavor, as preferred by the manufacturer. It is added to raw whiskies to render them mellow. J. N. Hurty's examination of the liquor made in 1887 showed it to have a very marked resemblance to the flavor and odor obtained by distilling pulped prunes with deodorized alcohol and water. He considered the article to be obtained by soaking prunes in a liquor composed of 80 parts of water and 20 parts of deodorized alcohol holding in solution glycerin, sugar and possibly some glucose. It is added to raw whiskies to flavor and render them mellow.

Of late years, however, the use of an artificial prune juice has come into use under the name "prune juice essence." The following is a formula for

PRUNE ESSENCE OR EXTRACT.

Acetic ether	½ oz.
Aldehyde	½ oz.
Oenanthe ether	2 drams
Butyric ether	1 dram
Formic ether	1 dram
Prune juice	3 drams
Glycerin	2 ozs.
Oil bitter almond.....	20 mins.
Deodorized alcohol	10 ozs.

Mix and filter.

We may add that Fries Brothers, 92 Reade street, New York, are among the largest manufacturers of all varieties of artificial fruit essences.

Fruit Salt.—H. H.—A simple form of the effervescent saline laxative which goes under this name has the following composition:

Magnesium sulphate	4 ozs.
Magnesium citrate, efferves.....	4 ozs.
Potass. bitartrate	4 ozs.
Tartaric acid	4 ozs.
Sugar	8 ozs.

Powder and mix them and preserve in stoppered bottles.

Sodium sulphate forms the nearest approach to a natural laxative obtainable and the following formula in which it is an ingredient has a considerable vogue in England, the home of the

EFFERVESCENT SALINE LAXATIVE.

Sod. bicarb.	2 ozs.
Acid tartaric	1½ oz.
Cream tartar	1½ oz.
Sodium sulphate, dry.....	1 oz.
Powdered sugar	6 ozs.

All of the ingredients in fine powder are intimately mixed in a dry warmed mortar and sifted several times before bottling. The dose is a heaping teaspoonful in a glass of water.

Elderberry Wine.—L.—This is made in the same way as black currant and similar wines are made. To a quart of the juice expressed in a cotton bag, add 2 quarts of water with 2 pounds of sugar and 3 drams of tartaric acid dissolved in it. To this add half a cake of compressed yeast (about 60 grains). The liquid should be put into a clean barrel filled to the bung hole, which should be large and closed simply by a flap of canvas. Keep at a moderate but even temperature for six weeks, then draw off into another vessel, and keep it there from six to eight

weeks, when it will be ready for bottling. Some think it improves the wine to add cloves and cinnamon, a half ounce of the former and one ounce of the latter, to every gallon, before adding the yeast, but this is a matter of taste.

Liquid Corn Cure.—J. A. R.—We publish a selection of approved formulas for liquid corn cures on another page. The best results have been obtained with the salicylated collodion mixture. A 10 per cent solution of salicylic acid in collodion applied with a camel's-hair pencil, night and morning, for four days is followed by a hot foot bath. The pellicle of collodion formed during the period of application is then gently removed, and the corn comes with it. The object of adding extract of cannabis indica is to deaden pain and give color to the solution. It plays no part in the removal of the corn, the salicylic acid being the active agent.

Stick Cosmetic.—G. Y. W.—We present below two formulas, either of which will probably prove satisfactory:

Benzoated lard	8 ozs.
White wax	4 ozs.
Pomade perfume	½ dr.

Melt the wax, add the lard, and stir until creamy; then add the perfume and pour into moulds.

(2) White wax	1½ ozs.
Beef tallow	3 ozs.
Oil of bergamot.....	1 dr.
Oil of cassia	10 mins.
Oil of thyme	5 mins.

Stock Solution of Magnesium Citrate.—M.—The process you have reference to provided for the use of sodium bicarbonate in place of potassium bicarbonate, but we do not recommend any deviation of this kind from the official formula. In the modified formula here referred to the requisite amount of sodium bicarbonate was introduced into the bottle in the form of a powder and distributed evenly over the bottom of the bottle. The required quantity of simple syrup was then poured in slowly, completely covering the soda. The solution of citric or tartaric acid was then added carefully to the layer of syrup, and the bottle stoppered and set aside without shaking. The layer of syrup protects the bicarbonate from the action of the acid solution until the bottle is wanted for sale, when it is shaken briskly and handed over to the customer. A modification of this process provided for the placing of the alkaline bicarbonate in a gelatine capsule. The capsule is dropped into the sweetened acid solution, when it dissolves, gradually releasing the bicarbonate, so that the latter is acted upon after the bottle is closed.

Professor Scoville, of the Massachusetts College of Pharmacy, is the author of a process which was awarded a prize in one of the prize essay contests inaugurated by The Pharmaceutical Record. The formula is a favorite with many Bay State pharmacists. The formula reads:

Dissolve 170 Gm. (about 6 oz.) of citric acid in 800 Cc. (about 27 fl. oz.) boiling water; add 78 Gm. (about 2 oz. 6 dr.) magnesium carbonate in broken pieces, and when the magnesium carbonate is dissolved filter and wash the filter with enough hot distilled water to make 1,000 Cc. (about 33 fl. oz. 6 dr.) of filtrate. (The hot solution will not dissolve many of the salts of calcium, etc., sometimes found in magnesium carbonate as impurities, hence these are filtered out.)

Then add 480 Cc. (about 16 fl. oz.) of syrup of citric acid, and enough water to

make a total of 1,500 Cc. (about 50 fl. oz. and 6 dr.)

250 Cc. (about 8 fl. oz. and 3 dr.) of this solution are now placed in each of six magnesia bottles, and 80 Cc. (about 2 fl. oz., 5 dr.) of water carefully flowed in on top of the first solution so as not to mix. This can be done quite readily by inclining the bottle. Now carefully flow into each bottle in the same manner, a solution of 2 Gm. (about 31 grains) of potassium bicarbonate in 28 Cc. (about 1 fl. oz.) of distilled water. Cork tightly, tie and cap and store, without shaking, until called for. The bottles can be kept on their sides without mixing if carefully turned.

It will be noted that the above formula provides for the preparation of two stock solutions. One, a sweetened solution of acid magnesium citrate and the other of potassium bicarbonate. By keeping a quantity of each solution always on hand you will be enabled to prepare single bottles of magnesium citrate solution at a moment's notice.

J. H. De Spain's Cleansing Compound.—S. M. writes: "Kindly publish, if obtainable, the formula for J. H. De Spain's Cleansing Compound. It was originally made in Chicago, but the concern has apparently gone out of existence."

Bibliography.

Chemistry: General, Medical and Pharmaceutical, including the Chemistry of the U. S. Pharmacopoeia, by John Attfield, F.R.S., sixteenth edition, by Lea Bros. & Co., Philadelphia and New York. Cloth 12mo. 784 pages. Price, \$2.50 net.

We are in receipt of the sixteenth edition of Attfield's Chemistry, a work which has now attained the thirty-first year of its age. Among the pharmaceutical text books this work has long held a unique position: a position which no other text book in any department of pharmaceutical science has hitherto attained. Attfield's Chemistry has for a quarter of a century been practically the standard work on chemistry for English-speaking pharmacists. It is still to-day the standard work among English pharmacists. That it is becoming less so among American pharmacists seems to us striking proof of the progress which pharmaceutical education is making in America. The teaching of chemistry in America, at any rate, has undergone a transformation since Attfield's Chemistry was first placed upon the market. Twenty years ago it was customary to teach pharmacists chemistry solely from a pharmaceutical standpoint; that is to say, it was taught rather as an adjunct to pharmacy, or as a distinct branch of chemical science, rather than as a science pure and simple. The chemical knowledge of the pharmacist was thus confined rather to the practical application of chemistry than to a study of the science itself. The modern method of teaching chemistry in American educational institutions is radically different from that set forth in Attfield's Chemistry and the fact that this work retains its hold as a pharmaceutical text book to-day is rather on account of the superstitious veneration of the English-speaking people for the antique than

for the book's adaptation to the requirements of modern pharmaceutical education.

We trust that we shall not be considered iconoclastic in this matter. To the average American the difference in the methods of teaching in England and the United States seems to lie in the fact that while the American student is taught to think the English student is taught rather to memorize for examination. On this account Attfield's Chemistry is beginning to be considered rather too axiomatic for students in our schools. This point is well illustrated by a reference to the chapter on the analysis of salts. There the student is told, in the first instance, in making a preliminary examination, to examine the physical characters in various ways, but never by the palate, on account of the danger to be apprehended. As a rule by the time the average pharmaceutical student reaches the point where he is expected to analyze solid substances, he has learned enough to be very chary of tasting anything of the composition of which he is ignorant. The added information that if the salt is white, colored substances cannot be present, is rather more ludicrous than valuable, and is not calculated to encourage the average student to think for himself. In fact, all through the work the author assumes the position of a teacher who is instructing a class of blockheads rather than of men of average intelligence. The present edition of this work is supposed to be adapted to the Pharmacopoeia of the United States, and while the idea is as a rule carefully carried out, it is evident that the emendations have been made by the hand of one unfamiliar with the conditions here, and this feature is at the present time a serious handicap to its use by American pharmaceutical students. Here and there are paragraphs which may be of value to the average English student, such for example as the information that British bronze coins or tokens are legal tender in payments to the amount of one shilling, but to the American student, familiar from his childhood with the coinage of his country, they are rather amusing than informing. The organic section of the work is far from satisfactory for the modern pharmaceutical student. It is too meagre to be of much value either for study or for reference, and the dove-tailing into the description of the various hydro-carbon series of a long list of essential oils, camphors, resins and gum resins, is an absurdity in a modern pharmaceutical text book. The space which is given to chemical toxicology, a subject with which pharmacists to-day have no concern, might very well have been devoted to giving more detailed information on organic products which are of every day importance with pharmacists the world over. In this respect we are afraid that the author's advice to students, to avoid studying chemistry merely by way of preparing for examination, has not been carried out in the preparation of the latter part of the book.

We do not wish to be hypercritical and we have no desire to detract from the value of Dr. Attfield's work. It may still find a place in the pharmacist's library and on the student's work table, but we think that even the author will admit that chemistry to-day should not be taught solely in its relation to pharmacy. As a reference book Attfield's Chemistry has no equal outside the various dictionaries

of applied chemistry. As a text book, however, we venture to say it is slowly joining the ranks of the books which have had their day.

Winke für die Pharmaceutische, Recepteur by A. Rodenfeld. Leipzig: Ernst Guenther's Verlag. 1898.*

This little pamphlet contains many useful hints or "wrinkles" for the dispenser, though much of the contents, regarding the legal regulations governing pharmacy in Germany, would prove of no interest to the American pharmacist. The general chapters on emulsions, pills, salve pencils, etc., contain suggestions of some interest.

Pamphlets Received.

Prospectus of the College of Pharmacy of the City of New York, session of 1899-1900.

Annual announcement of the Ontario College of Pharmacy. Twentieth session, 1899-1900. St. James Square, Gerrard street, Toronto, 1899.

School of Pharmacy of the University of Wisconsin. Special announcement for 1899-1900. Bulletin No. 29, Madison, Wis. Published by the University.

Thirty-third annual catalogue of the Massachusetts College of Pharmacy, 1899-1900. College Building: Corner St. Botolph and Garrison streets, Boston, Mass.

Northwestern University School of Pharmacy, Chicago, Ill. Circular of Information for 1899-1900. Copies may be had by all interested on application to the school, at Chicago.

Prospectus of the St. Louis College of Pharmacy. Thirty-fourth annual session. From October 2, 1899, to April 14, 1900. St. Louis College of Pharmacy, 2108 Locust street, St. Louis.

Proceedings of the Oklahoma Pharmaceutical Association, also a condensed report of the association from its organization. Eighth annual meeting, held at Guthrie, April 14-15, 1898, and ninth annual meeting, held at Oklahoma City, April 5 and 6, 1899. Report of the Board of Pharmacy from its organization, containing a list of registered pharmacists, pharmacy law, by-laws of the board, etc., up to June 1, 1899. F. B. Lillie, secretary of the Board of Pharmacy, Guthrie, O. T.

"Medicinal Plant Names: Their Origin and Meaning," is the title of an interesting little book compiled by F. Ransom, late examiner to the Pharmaceutical Society of Great Britain.

Correspondence.

Senator Feeter, of Little Falls.

To the Editor:

Sir: In The American Druggist of July 10, page 18, in the report of the annual meeting of the State Association, you state that "The report (Committee on Legislation) closed with a recommendation that the thanks of the Association be extended to Senators N. M. Stranahan, of Fulton; David Davis, of Brooklyn, and Jas. D. Feeter, of Waterville." Now, we claim the honor of having James D. Feeter a permanent resident of Little Falls, N. Y., and we would ask you to kindly make correction and give Senator Feeter's address as Little Falls, N. Y.

JOHN HURLEY.

Little Falls, N. Y., July 27.

*Hints for the Pharmaceutical Dispenser, by A. Rodenfeld.

Advertising Ideas.

Under this heading we shall conduct a practical discussion of store methods and advertising for retail druggists. The Department Editor will be pleased to criticize advertisements, suggest improvements and answer all questions coming within the scope of this department, provided they are accompanied by the name and address of the writer.

ULYSSES G. MANNING,

DEPARTMENT EDITOR.

AN EXPERIMENT SUGGESTED

DRUGGISTS who lack advertising experience, or who have failed to see definite returns from their advertising, will do well to undertake an advertising campaign on some one article of stock or some single department of their business, continuing it until they get results.

Some specialty or other item of which you have the exclusive sale will do best. Be sure that the article selected has merit and that it ought to sell; then go ahead.

You will learn more of the art of advertising by focusing attention on one subject for some time than by any other method. If such a campaign is entered upon with determination to get results, your resources will be developed; the necessity for presenting fresh matter will help you to dig up the effective reasons that exist for the purchase of your goods. This plan will also show you the value of persistency and reveal the cumulative results of advertising.

It will be a fair test of your skill as an advertiser, for, if you offer something that deserves to sell and cannot get results in two or three months, you can safely conclude that there is something wrong about your ads or mediums. You will be a very poor local advertiser if you cannot stir up business by devoting this amount of effort to one article. If you do get results you will know something of why you got them and the knowledge will be useful to you in the future. Your general business will not suffer from such a campaign, for you cannot persistently advertise one feature of it or one article of stock without attracting attention to your business as a whole. You either know how to advertise or you do not. You ought to find out just what you know and there is no better test than the one suggested.

The Use of Schemes.

Most retail advertisers have an exaggerated idea of the value of schemes. This is a result of the widespread opinion that results depend on unique meth-

ods, that good advertising must create a stir and excite universal comment.

There are so many advertisers kicking up a dust with some scheme or other that we are apt to get the impression that this disturbance means that they are doing something. As a rule they are doing nothing but fooling themselves.

The same amount of effort expended in straightforward, legitimate presentation of the merits of their goods or methods would produce far better results. Advertising that causes comment is good advertising if the comment is of the right sort, but advertising that directly sells

of custom can only be secured by conducting a worthy business and by letting people know the facts about it in a sensible, straightforward manner.

Prize Advertisement.

The "American Druggist" offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize this time is awarded to Richard H. Lackey, Philadelphia, Pa.

CRITICISM AND COMMENT.

Mr. Lackey is awarded the prize for a series of "Short Talks on Drugs," which he recently published in a neighborhood weekly. The talks were six in number and gave considerable information as to the origin, preparation and handling of ordinary drugs. Two of the talks are reproduced.

A series of this sort, while not apt to be productive of direct results, will help to inspire confidence. The public will argue that the dealer's evident knowledge of his business fits him to serve it well. Ads of this class will prove interesting reading to many and may serve to attract attention to later ones.

Short Talks on Drugs.

Many people are curious to know something of the source and preparation of the medicines they take into their stomachs, whether they are derived from the Animal, Vegetable or Mineral kingdoms, how they were originally discovered to be useful as medicines, and the method of their preparation. In a series of short weekly talks we will endeavor to interest you on the subject.

(Watch This Space Each Week.)

A lot of Violet Talcum Powder just received that we will sell at 10 cents. Highly perfumed.

RICHARD H. LACKEY,
RELIABLE MEDICINES ONLY.
Lehigh Ave. and Fifth St.

HAVE YOUR PRESCRIPTIONS FILLED HERE.

One of the Prize Winners.

goods is the kind to use. If you watch the methods of the highly successful advertisers you will find the only magnets used to draw trade are the attractions presented by the goods offered. Customers who come to you believing they have some substantial reason for coming are the only kind worth having. This sort

A Soda Sign.

Editor Advertising Ideas:

I herewith enclose photo of a soda sign which has attracted many a thirsty wayfarer to our fountain. It is a home-made affair, 8x4 feet, standing either next to the building or at edge of sidewalk. The background of the "Ice-cold Soda" side is bright red and can be seen and read at a distance of two or three squares. The other side is decorated in different colors—blue, red, green, etc. Both sides are surrounded with bright colored wall-paper borders.

Short Talks on Drugs.

No. 5.

PRESERVATION OF MEDICINES.

When the preparation of medicinal compound is completed, the first consideration is to look after its preservation. Some preparations rapidly deteriorate, are affected by exposure to light or contact with the air. Others improve upon long standing and do not reach their full effectiveness until six months or a year after their manufacture. Proper corkage and storage in a cool place is essential. We observe all the little points in carrying out our processes and we know that what we dispense conforms to the standard of accuracy and purity. Your doctor is a good judge of quality in medicines. Ask HIM what he thinks of Lackey's as a proper place to have prescriptions compounded.

RICHARD H. LACKEY,
RELIABLE MEDICINES ONLY.
Lehigh Ave. and Fifth St.

One of the Prize Winners.

R. B. Loryea, Druggist.

The skillful Physician requires a skillful Pharmacist, and the Patient requires both.

THE DRUGGIST'S THREE REQUISITES:

Purity,
Skill,
Promptness.

Since we entered the Drug Business we have faithfully endeavored to carry out these three maxims.

PURITY above all things. Our Drugs are absolutely pure. No adulteration tolerated.

SKILL. Every precaution exercised in the filling of Prescriptions. Closest attention to the most minute details. Correctness in preference to haste.

PROMPTNESS. No delay, no tardiness, no procrastination in filling Prescriptions.

Our large and increasing patronage indicate that **PURITY, SKILL** and **PROMPTNESS** are appreciated by the public.

R. B. Loryea,
DRUGGIST.

As Mr. Loryea printed it.

I have always regarded an out-door sign, where permissible, a grand supplement to other advertising. It locates the store, and every passer-by is forcibly reminded that he or she is hot and

thirsty. Am much interested in your criticisms in The American Druggist.
Colfax, Ill.

R. H. DAWSON.

One side of this sign bore the legend: "Pure Fruit Juices. Ice Cold Soda." The other side was illuminated by a sun surrounded by four circles containing these phrases: "Laugh at the sun—drink our ice cream soda; keep cool—drink ginger ale; keep well—drink root beer; quench your thirst—drink Wild Cherry Phosphate." The size of the sign and the glaring colors must have made an effective eye-catcher.

Something of this nature to stop the hot and thirsty is always advisable. Many a nickel will result for the constant suggestion afforded by such a sign. Side-walk bulletins, signs or posters pasted or painted on the walk, mechanical moving signs and window strips all help to sell soda. Soda is a luxury and the service of some such mute salesman is often necessary to quicken the dormant thirst of people who pass.

Confusing Display.

Editor Advertising Ideas:

Enclosed find an ad which I recently used in my local paper. I cannot refrain from expressing my appreciation of your department. For practical benefit to the retail druggist it cannot be too highly commended.
Manning, S. C.

R. B. LORYEA.

The ad sent suffers from unnecessary repetitions and poor display. There is no virtue in repetition of words or phrases and the tendency to do this is due to a feeling that an ad must be balanced, that the central thought must be used at beginning, middle and finish. It is a sort of mechanical arrangement that printers are apt to use when they both write and set an ad. This repetition weakens rather than strengthens. The setting of the ad is poor because too many kinds and sizes of type are used; the result is

confusing and repelling to the eye. The use of the proprietor's name at both top and bottom of the ad is another unwarranted yielding to a desire for typographical balance and is seldom or never justified. In the head lines: "Purity, skill, promptness," the context makes purity an attribute of the druggist instead of his

The skillful physician demands a skillful pharmacist; the patient requires both.

Reliability, Skill, Promptness.

Since we entered the drug business we have faithfully endeavored to meet these three requirements.

RELIABILITY: Our drugs are absolutely pure. No adulteration tolerated.

SKILL: Every precaution exercised in the filling of prescriptions. Closest attention to the most minute details. Correctness in preference to haste.

PROMPTNESS: No unwarranted delay, no tardiness, no procrastination in filling prescriptions.

Our large and increasing patronage indicates that these methods are appreciated by the public.

R. B. LORYEA,
Druggist.

As we would advise him to print it.

drugs. The requisite of the druggist should be reliability, not purity, though a pure druggist is to be commended. I have made a rough revision of this ad embodying the changes suggested and also reproduce the original.

What the Human Body Will Yield.

A French statistician has calculated that the average human body contains enough fat to produce thirteen pounds of candles; enough carbon to make sixty-five gross of "lead" pencils, and sufficient phosphorus to tip 820,000 matches. Perhaps he will complete his observations by calculating how many bone-handled knives one body would furnish, how many watch springs could be made from the iron in the blood, and how much mortar could be made from the lime contained in the tissues. When he has done this we will suggest sundry other as yet unsolved problems.

There was a young woman named Margery,
Whose head was a perfect menagerie;
When they told her to wash,
She only said "Bosh!"
I shall use some unguentum hydrargyri."

PROPRIETARY AFFAIRS.

News and Notes of the Great Proprietary Medicine Interests.



DR. PITCHER.



MR. FLETCHER.

THE INVENTOR AND THE PROPRIETOR OF CASTORIA.

Dr. Samuel Pitcher, the originator of "Castoria," was born in the town of Hyannis on October 23, 1824, at the family homestead first settled by his great-grandfather, Joseph Pitcher, who moved to Hyannis from Scituate in the seventeenth century.

Dr. Pitcher, while still quite young, entered upon the study of medicine at the College of Medicine of Philadelphia, finally graduating from the Harvard Medical School. He then entered upon the practice of medicine, and about the year 1847 began the various experiments, extending over a period of twenty years, which eventually resulted in the perfection of the formula of Castoria, which he then proceeded to introduce to the public.

The preparation soon became popular and was finally turned over to Chas. H. Fletcher, who later organized the Centaur Company. The success which the preparation has met with is known to all men.

Dr. Pitcher, notwithstanding his advanced age, continues the active practice of medicine, and is a member of the Massachusetts Medical Society. He knows of the many imitations of Castoria which have been made—but says that there is but one Castoria, and Fletcher is the maker. Pitcher still takes an active part in the affairs of the community in which he lives. He is vice-president of the First National Bank of Hyannis.

Chas. H. Fletcher, president of the Centaur Co., which owns Castoria, had his first experience in the proprietary medicine business with the house of Demas Barnes & Co., of New York City, who, when he joined their staff in 1861, were among the largest patent medicine concerns in the United States. By reason of native ability and unflagging industry Mr. Fletcher rose to the position of manager for Demas Barnes & Co., of the sales department of Plantation Bitters, Magnolia Balm, Lyons' Katharion and Mustang Liniment. In 1872 he purchased Castoria from Dr. Pitcher, and rapidly pushed the sale of the remedy, eventually turning the remedy over to the Centaur Company, of which he is the president and manager.

Mr. Fletcher gives his closest personal attention to every detail of his business, paying special attention to the manufacture of the preparation, in which he was personally instructed by Dr. Pitcher, and is thus enabled to produce an absolutely uniform product. Thirty years of persistent, intelligent and well-devoted labor have brought deserved success to Mr. Fletcher, but he still practices that industry which has been such a potent factor in his success. Mr. Fletcher is quick to decide and swift to act. He has waged an unrelenting war on the various persons who have endeavored to fraudulently profit by the popularity of Castoria and will continue to do so.

results of their sales as indicative of the whole. A complete review of the whole trade would give a fairer idea of business done. And instead of putting it at the proportionate number of sales of each article, the relative amount of sales in dollars would be of more real value and interest.

By the method followed by "Advertising Experience," some curious results are developed. In fact, almost any result that the investigator desired might be produced. Articles of quite insignificant sale could be made to seem of greater importance to the trade than those of large sale. The list appended below, which is a condensed review of the returns published in the July issue of "Advertising Experience," shows this. Under infant foods, Nestle's has a greater sale than Mellin's. Under malt extracts, Malt Marrow heads the list. Under dentifrices, Rubifoam is of greater importance than Sozodont—and so on. On the whole, it is doubtful that the showing made is of any practical value at all, but on the other hand is very likely quite misleading. The American Druggist is at work compiling returns of the kind from all parts of the country, and when completed, something of real value will result.

INFANT FOODS.

- | | |
|----------------|----------------------|
| (a) Horlick's. | (e) Imperial Granum. |
| (b) Nestle's. | (f) Eskay's. |
| (c) Mellin's. | (g) Ridge's. |
| (d) Milkine. | |

MALT EXTRACTS.

- | | |
|------------------|-------------------|
| (a) Malt Marrow. | (e) Malt Nutrine. |
| (b) Pabst. | (f) King's Malt. |
| (c) Joh. Hoff. | (g) Troemmer's. |
| (d) Maltine. | |

SOAPS.

- | | |
|-----------------|-----------------|
| (a) Cuticura. | (d) Packer's. |
| (b) Pear's. | (e) Woodbury's. |
| (c) Buttermilk. | (f) Williams'. |

CATHARTICS.

- | | |
|----------------|-------------------|
| (a) Castoria. | (d) Syr. Figs. |
| (b) Cascarets. | (e) Beecham's. |
| (c) Carter's. | (f) Garfield Tea. |

FACE POWDERS.

- | | |
|--------------|--------------|
| (a) Mennen. | (d) Comfort. |
| (b) Tetlow. | (e) Fehr. |
| (c) Pozzoni. | |

DENTIFRICES.

- | | |
|---------------|------------------------|
| (a) Rubifoam. | (d) Arnica Tooth Soap. |
| (b) Lyon's. | (e) Sheffield's. |
| (c) Sozodont. | |

APERIENTS.

- | | |
|--------------------|------------------------|
| (a) Hunyadi Janos. | (c) Apenta. |
| (b) Rubinat. | (d) Tarrant's Seltzer. |

WATERS.

- | | |
|------------------|------------------|
| (a) Buffalo. | (c) Londonderry. |
| (b) Apollinaris. | (d) Vichy. |

DYSPEPSIA CURES.

- | | |
|--------------|---------------|
| (a) Ripan's. | (b) Stuart's. |
|--------------|---------------|

MISCELLANEOUS.

- | | |
|--------------------------|----------------------|
| (a) Hood's Sarsaparilla. | (e) Dr. Pierce. |
| (b) Ayer's Sarsaparilla. | (f) Green's Nervura. |
| (c) Lydia Pinkham. | (g) Bromo Seltzer. |
| (d) Paine's Celery Comp. | |

It is a fact well known to the trade, that nothing like a permanence of general sale for a proprietary article is ever attained. The amount of money spent in advertising in a given section should naturally be the main factor in the sale for that section—but it is not the only one, nor does it work invariably. Men who have spent a lifetime in the business confess that there is an element of mystery in it. They may spend a thousand dollars in New Britain, Conn., and nothing whatever in Danville, Ill., and yet get the better result from the latter. A certain section may remain quite unresponsive to work done, and then, after a time, bloss-

NEWS AND COMMENT.

A monthly paper published in Chicago called "Advertising Experience," has been publishing from time to time statements of comparative sales of advertised proprietary articles, amongst them a long list of proprietary medicines. So far as the latter is concerned, the results are bound to be of interest to every branch

of the drug trade—but to be of any real value, a very different method than the one employed by our Chicago friends should be employed. It is manifestly misleading to go to a retail druggist in New Britain, Conn., another in Bloomington, Ill., three in Chicago, one in Danville, Ill., one each in Indiana, Iowa, and Wisconsin, and two in the State of New York, to-wit: Middletown and Peekskill, omitting the metropolis, and give the

som into a vigorous buyer. Then, with more work done and more money spent, it will sink back into apathetic indifference. Other sections will respond to the slightest appeal and continue to buy though not another dollar be spent. We have in mind one remedy that is probably on sale in every drug store in Greater New York, and not one dollar has ever been spent in or about the metropolis. Therefore, the only instructive table of comparative sales would be one compiled from the whole country, and compiled thereafter periodically.



One of the most refreshing and stimulating bits of literature that has come to revive the drooping energies of the editorial staff of this paper floated in from heaven knows where the other day. It is entitled "Munyon's Health Drink," and is a modest booklet printed in two colors and adorned with many pictures. Those in the first half of it are just ordinary, well-drawn cuts of an advertising nature, such as may be seen almost anywhere, and not calculated to stir any peculiar emotion in the beholder; it is only when the second half is reached that the inertia of the summer solstice gives place to the bounding hope of spring, for there, in three different kinds of coats and five dramatic poses, are pictures of the great Professor-Emeritus, yclept Jimmy Munyon, himself. They are snap-shots taken of the great man at moments when he little suspected the presence of a photographer; the entire abandon and unconsciousness of the poses are sufficient evidence of that. Beneath the pictures are things that Herr Professor was saying at the time; the photographer evidently had a phonograph along.



"There is no cause so holy and inspiring, no vocation so lofty and ennobling, no recompense so sure of man's gratitude and God's blessing, as an earnest desire to relieve suffering humanity.—Munyon." That's what the phonograph got down for the first picture, "Munyon" and all apparently. The professor sits in an arm chair in an easy and graceful attitude, with the stare of concentrated thought in his prophetic eyes. He is evidently thinking how to relieve suffering humanity, and, possibly, what to relieve them of—piles or dollars, possibly. The extemporaneous character of the remark is sufficient excuse for any little obscurity that may be observed in it. How can an "earnest desire" possibly be a "cause," a "vocation," and a "recompense?" If Jimmy had been given time to think before the bally old phonograph went and snapped on him, he would have handed the thing down to posterity in first-class shape.



There is infinity of sorrowful reproach and adoration in the face of the professor in picture number two. And no wonder—for hearken again to the voice of the phonograph. "If grown people will persist in galloping to the grave by doctoring the old way, let them have mercy on the little ones who are too young to know right from wrong.—Munyon." There's that perplexing "Munyon" again. Did the professor say it every time? Perhaps he got the trick from seeing Blind Tom applaud himself rapturously after each piano solo, in the old days. What is the "old way"—and how on earth can it be "doctored?" And

while doctoring it, why is it necessary to gallop? The professor might, of course, mean a highway, and galloping over it, might be calculated to hammer in the macadam and so effectually "doctor" it. But then, there is something about the "grave" which is very confusing. Is it after the grown people have reached the grave that they are to have mercy on the little ones who, not knowing right from wrong, have gone astray in some grievous manner—or before? Moreover, what is the occasion for the mercy, and how is it to be administered?



"I am in favor of the whipping post for the quacks and charlatans who rob the sick and fatten on their misery.—Munyon." The professor is not in the least fat, so he evidently refers to somebody else. God forbid that we meet him in the dark with that expression on, though. He might decide that we were fat enough for his purpose—and after that the uplifted fist would settle the scanty editorial hash. Picture number four says "It is said that with every tick of the watch someone dies. I believe the time will come when people will die only of old age or accident.—Munyon." It seems to be a pretty good watch that Jimmy points at. The picture does full justice to both his cuffs and his hair. "There is no punishment too severe for those who deceive the sick.—Munyon." Nobody will deny that the professor is competent to speak on this subject. This picture, number five, is probably the most impressive of the lot. The hair piles massively above the Jove-like brow; the eyes, prophetic, seem to pierce all space; the chin and mouth, though something grim and fixed, are still indicative of the tenderest sentiments. The cuffs are all right. It is disappointing, however, to see that the professor's index finger hasn't got through more than half the fingers of his other hand. He had other good things to say, when the blooming old machine ran off its cylinder and quit taking him down.



It is reported that the Maypole Soap Co., Limited, of England, is in the hands of a receiver. The effort to float a branch American company in New York was unsuccessful, and the American business became a drain on the parent company. It is now proposed to float a new company in England with a capital stock of a million dollars, and to provide for the old stockholders in it.



The following circular letter has been issued to the trade by the Louisville Retail Druggists' Association of Louisville, Ky.:

LOUISVILLE, Ky., July 22, 1899.

You are no doubt aware that the Proprietors' Association of America have agreed to the requests of the National Association of Retail Druggists to limit their direct sales to the jobbers as recognized by the joint associations, and only to such jobbers as do not sell department stores and aggressive cutters. You are also aware that fully 95 per cent if not more, of the retail druggists are anxious that prosperous conditions may again return to their business—that fair prices may be obtained, and the "cut-rate" evil ended. Wishing your co-operation, the undersigned address you this communication. It is a well-known fact that the aggressive cutters get your goods direct or from some jobber who is not on the agreed list. In either event, as long as they can procure pharmaceuticals, medicines, chemicals and sundries they are in a position to carry on their business—filling prescriptions and selling medicines—with some degree of success, and to the detri-

ment of a very large proportion of the retail trade.

If you sell your products only to the jobbing trade, will you agree to sell only such wholesale druggists as are recognized by the joint associations as legitimate jobbers? A list to be furnished you by the N. W. D. A.

If you sell the retail trade direct, as well as jobbers, will you agree in addition not to sell department stores and only such retail druggists as are not considered aggressive cutters?

We desire this information for the use of our local association, also for the national association, should it be requested, and would earnestly ask for a prompt and, we hope, a favorable reply. A similar circular letter will be mailed to every wholesale dealer in medicines and sundries and manufacturer of pharmaceuticals and chemicals whose address we can ascertain. About five hundred will be issued at this time. Address your reply to

Simon N. Jones, Chairman Ex. Com.,
154 West Main St., Louisville, Ky.



The various distillers of alcohol who have hitherto acted in harmony are being gathered into one central company to be known as the Distilling Company of America. There seems to be some opposition on the part of a minority, the cause of which is not quite clear—but it is confidently asserted that all differences will be adjusted satisfactorily and the formation completed shortly. It is stated positively that the matter is of no real interest to the trade for the reason that no change in price or in terms will be made—there being still sufficient competition from independent distillers to form a safety buffer against the possibility of restrictive and burdensome requirements. The sole object of the new formation is said to be the reduction of expense by centralization.



An interesting fact is developed with regard to Ripans Tabules. When these goods were first put on the market, they were manufactured for the company by David Hays & Sons, of Forty-sixth street and Fifth avenue, New York, for \$3.50 a thousand. Later the Fraser Tablet Triturate Co. got the business at \$3 a thousand. They are now being manufactured elsewhere for 44 cents a thousand. A tablet maker who was an unsuccessful bidder on a lot of ten thousand, tells us that the closest figuring he could do showed the cost of the material alone to be 65 cents a thousand. He offered to make them for 75 cents, and was laughed at. The question that would naturally suggest itself is, do the goods at 44 cents conform in quality, quantity and ingredients to the specifications? There seems to be practically no bottom price in America for jobs of this kind. Somebody always bobs up with a yet lower figure, and he holds the business only until such time as he is underbid, which in the end he invariably is.



The Kodak people seem to have developed an interesting legal point in England, and which would seem applicable to this country. It has been shown that by printing the following notice on their invoices, every purchaser is made party to a contract restricting the retail price. "The goods on this invoice have been sold on the terms of the conditions of sale in our current discount sheet (extract from such conditions is printed on the back hereof). Your acceptance of the goods will be treated as an acknowledgment that they were sold to you on these terms. If you do not agree, please at once return the goods." If this should be found to be good law in America, the

course of the N. A. R. D. could be simplified and perfected by the adoption of a uniform invoice-form for both manufacturers and wholesalers. The Phenyocaffeine Co., of Worcester, is making a test case along analogous lines in Providence. A retail druggist there sold Phenyocaffeine at something like eleven cents in order to defeat a department store which had come into the proprietary field and sold the article at sixteen cents. The druggist does not deny that he knew the retail price to be restricted to twenty-five cents—in fact, it is clearly understood by druggists all over the country. The test case will come up in the fall term, and the result, coupled with the Kodak case in England, should form a good groundwork for further work along the same line.

The printing house of Knowles & Co., of London, Ontario, Canada, have been using a label closely resembling that of the Abbey Effervescent Salt Co., even going so far as to copy the directions literally. They have also made and used an outer wrapper so closely resembling the original that it would readily be mistaken for it at even a short distance. While the goods were placed on the market under various names, they were accompanied by a formula which stated that the preparation was "equally as good as Abbey's Effervescent Salt." Detectives employed by the company found that the spurious goods had been sold to fifty-nine druggists in Toronto, Hamilton and elsewhere. Proceedings were at once begun and an injunction obtained. Knowles is said to have agreed to withdraw from sale all that he has so far issued.

The question has been raised in Columbus, S. C., as to whether the sale of malt extracts by druggists is a violation of the dispensary law. The Attorney-General's opinion is in substance as follows: The test by which the jury must determine is not the presence of alcohol, but the adaptability of the substance as to the one use or the other—as a medicine or as a beverage. If the compound or preparation be such that the distinctive character and effect of intoxicating liquor are gone, that its use as an intoxicating beverage is practically impossible by reason of the other ingredients, its sale is not prohibited by this section. The mere presence of alcohol does not bring the article within the section quoted, for the influence of the alcohol may be counteracted by the other elements and the compound be strictly and fairly only a medicine. But if the alcohol remain as a distinctive force in the compound reasonably liable to be used as an intoxicating beverage, it matters not that it contains ingredients of a beneficial force in counteracting diseases or strengthening the system, its sale is prohibited.

The Article Club, an organization made up of the representatives of the leading patent medicine firms of New England, arrived at The Weirs, New Hampshire, August 3, for a trip through the lake region as the guests of Dr. F. E. Greene. Dr. J. A. Greene first took the party in hand at a dinner at the new Hotel Weirs. After this the club left for Long Island. Lake Winnipiseogee, on the steamer Mohawk, where they were entertained that night at the summer residence of Dr. and

Mrs. F. E. Greene. The next morning they returned to The Weirs for breakfast. The party consisted of Charles F. Pinkham, Lynn, Mass.; C. I. Hood, A. E. Rose and Charles Stickney, Lowell, Mass.; J. S. Wetherald, John Daboll and F. E. Green, Boston, representing the Lydia Pinkham Co., the Mellin's Food Co., North America; Paine's Celery Compound, C. I. Hood & Co., the J. C. Ayer Co., and Greene's Nervura.

Thomas Doliber, president of Mellin's Food Co. of North America is again at his office, having returned a few days ago from his European trip. He spent most of the time in England, although he was for a short time in France, Switzerland and Italy.

Mellin's Food is now made by four different companies, each controlling a separate territory, the whole embracing the entire world. These companies are:

Mellin's Food Co. of North America, of Boston.

Mellin's Food, Limited, London.

Mellin's Food Co., for India, Limited.

Mellin's Food Co., for Australia and New Zealand, Limited.

Mr. Doliber attended the annual meeting of the English company—Mellin's Food, Limited—when he was in London. The directors' report showed that this company is in a prosperous condition and that its business is constantly increasing.

Mellin's Food Co. of North America are rapidly increasing their output and this is also true of the other two companies. The magnitude of the Mellin's Food business and its continually increasing sales prove that it is the most popular and the most extensively used infants' food in the world. It has had a steady and uninterrupted growth from the beginning.

Dr. Ray V. Pierce has been elected president of the Ideal Cash Register Co., which has its head office nominally at New Bound Brook, N. J., but will be operated at Buffalo. A brick block has been bought and will be refitted for the business. The capital of \$200,000 has been increased to \$1,000,000. The factory will be in operation in about 60 days. Dr. V. Mott Pierce and Hugh Clay Pierce are included in the directory of the company, which makes it plain that the big proprietary medicine house controls the business.

The Hutton Remedy Co., of Buffalo, was incorporated this month, with a capital stock of \$50,000. The directors are Earle D. Hughes, Jennie A. Hutton and Willis A. Hutton, of Buffalo. An office has been opened in Ellicott Square. Mr. Hutton is the owner of the remedy known as Veg-E-tone, with which he has lately had considerable difficulty on account of a claimant who has made it appear in court that he was a partner with Hutton when the specialty was put on the market. The case will be appealed. The change made now is in part to bring the remedy and any other that may be put out under certain and exact ownership.

The Red Cross Drug Co., with capital of \$60,000, was incorporated July 25, with offices in the Chapin block, Buffalo. Henry Altman has been elected president and M. J. O'Leary secretary. The busi-

ness was started about a year ago by Mr. O'Leary, and is now well under way. The company paid him \$15,000 for his interest and made him general manager. Several specialties have been put on the market with considerable success, and it is the intention of the company to form a medical board of Buffalo physicians, who will furnish free consultation.

The Hood Farm.

C. I. Hood, of Lowell, Mass., is well known, not only from his connection with sarsaparilla, but also from his association with the celebrated Hood Farm. This farm boasts of one of the finest herds of Jersey cattle in the State. In the herd is the famous young Jersey bull, Merry Maiden's Son. Some idea of his value may be obtained from the fact that application was recently made for \$50,000 insurance. This is the highest amount of insurance on a bull or cow for which application was ever made.

John I. Brown & Son's New Quarters.

Another Boston concern is to be located near the new South Station in a new building. This is the well-known firm of John I. Brown & Son, well known in connection with Brown's Bronchial Troches. Plans have already been drawn for a stone and iron structure, to be used for store and office purposes, on the lot number 185 Summer street, corner of Atlantic avenue. It will cover the entire lot with a total frontage of 102 feet and a depth of 51 feet. It will be 100 feet high, with walls 24 inches in thickness up to and including five stories. It is proposed to have a striking exterior in harmony with the adjoining structures. The estimated cost above the foundation is \$70,000.

Patent Medicine in South Africa.

Consul Charles E. Macrum, of Pretoria in the Transvaal, reports that the commonest diseases in that part of South Africa are rheumatism, dysentery, malarial, typhoid and enteric fevers, pneumonia, smallpox, leprosy and diphtheria and that, consequently, remedies for such complaints would be of good sale. Ayer's Cherry Pectoral, Carter's Little Liver Pills, Pink Pills, Cuticura, Castoria and Condy's Fluid are advertised in all the papers and handled generally by the drug trade.

Dr. Humphreys, the well-known homeopathic medicine manufacturer of New York, recently celebrated the fifty-sixth anniversary of his wedding, at his residence, "The Gables," Monmouth Beach, N. J.

Herbert B. Harding, of the Humphreys' Homeopathic Medicine Co., has been elected a member of the Chamber of Commerce of Paris, France.

Charles C. Goodwin, of George C. Goodwin & Co., Boston, has returned from Europe greatly improved in health. He is back in the harness again and ready for active work.

PHARMACEUTICAL CALENDAR.

Association Meetings.

AUGUST.

- 8—North Dakota.
- 8—South Dakota.
- 11—Wisconsin.
- 15—Michigan.

SEPTEMBER.

- 4—A. Ph. A.
- 5—New Hampshire.

OCTOBER.

- 2—N. A. R. D.
- 8—Oregon.
- 10—N. W. D. A.
- 10—Proprietary Association.

American Pharmaceutical Association.

The general secretary of the Association has issued the following announcement in relation to the approaching meeting:

The forty-seventh annual meeting will be held at Put-in-Bay Island, O., beginning Monday, September 4, 1899, at 3 o'clock p. m. The first session of the council will be held on the same day at 10 o'clock a. m.

Credentials of delegates should reach the general secretary at his office not later than August 30.

Applications for membership may be sent to the secretary of the committee, Geo. W. Kennedy, Pottsville, Pa., up to August 30, after which date they should be sent to him at the place of meeting.

Transportation.

The Central Passenger Association, in whose territory the meeting will occur, has agreed to grant a rate of a fare and a third, on the certificate plan, which action will no doubt be speedily ratified by other traffic associations. To secure the reduced rate, full fare should be paid going and a certificate (not a mere receipt) obtained from the ticket agent. If the ticket agent has no certificates, purchase a local ticket to the nearest point at which certificates are kept, and from that point purchase a through ticket with certificate.

Immediately on arriving at Put-in-Bay, the certificate should be turned over to Lewis C. Hopp, local secretary, who will see that it is countersigned and returned to the owner. When this certificate, properly endorsed by the special agent of the traffic associations, is presented, a return ticket over the same route used in going may be purchased at one-third the full fare.

Tickets to Put-in-Bay may be purchased not earlier than August 31, nor later than September 5. In the far west they may be purchased a day earlier. To insure the necessary endorsement of the special agent, the certificates must be in the hands of the local secretary not later than noon of September 6. Return tickets will be good to leave Put-in-Bay not earlier than noon of September 6, nor later than September 18.

The Association has guaranteed that no return tickets will be sold to scalpers, and will hold to strict individual accountability any one who violates this guarantee.

Additional information on transportation for the different sections will, no doubt, be issued in circular form by the individual members of the committee, as desirable.

The following schedule of boat time and fare may be of interest to some members:

BUFFALO TO PUT-IN-BAY.

Steamers of the C. & B. Transit Co. leave Buffalo every evening at 9 o'clock, Eastern time, from the dock, corner Ohio and Illinois streets. Fare: Round trip to Put-in-Bay (change at Cleveland to the Put-in-Bay boat), \$5.25. Ten (10) tickets may be purchased by one person at a reduction of 50 cents each. State rooms: Outside, \$2; inside, \$1.75; each room will accommodate three persons.

CLEVELAND TO PUT-IN-BAY.

D. & C. line steamer City of the Straits leaves Cleveland every morning at 8.30 o'clock, Central time, from dock foot of St. Clair street, within one-half hour of the Buffalo boat landing. Fare: Round trip, \$1.25.

DETROIT TO PUT-IN-BAY.

Steamer Frank E. Kirby, of the Ashley & Dustin Co., leaves dock foot of First street daily at 8 a. m., Central time. Fare: 50 cents each way.

SANDUSKY TO PUT-IN-BAY.

Steamer Arrow, of the Sandusky & Islands Steamboat Co., leaves dock foot of Columbus avenue every day at 9.40 a. m. and 4.45 p. m. Fare: Round trip, 75 cents.

TOLEDO TO PUT-IN-BAY.

Steamers State of Ohio and State of New York, of the D. & C. line, leave alternately (every day) from dock foot of Madison street at 9.15 a. m., Central time. Fare for the round trip, \$1.25.

If special information about transportation be desired, application should be made to the nearest member of the committee, composed of Albert E. Ebert, chairman, Chicago, Ill.; S. A. D. Sheppard, Boston, Mass.; Caswell A. Mayo, New York; Wm. J. M. Gordon, Cincinnati, O.; H. M. Whelpley, St. Louis, Mo.; Chas. M. Ford, Denver, Colo.; Wm. M. Searby, San Francisco, Cal.; Lewis C. Hopp, Cleveland, O.; Chas. Caspari, Jr., Baltimore, Md.; A. K. Finlay, New Orleans, La.; Harry Sharp, Atlanta, Ga.; Chas. T. Heller, St. Paul, Minn.

Hotel Accommodations.

Headquarters of the Association will be at the Hotel Victory, where also all meetings will be held. The following rates and information have been furnished by the hotel company:

First floor (or ground floor), facing lake, \$4.50 per day, \$25 per week; facing inner court, \$4 per day, \$21 per week.
Second floor, facing lake, \$4 per day, \$25 per week; facing inner court, \$3.50 per day, \$21 per week.
Third floor, facing lake, \$3 per day; \$17.50 per week; facing inner court, \$2.50 per day, \$14 per week.
Fourth floor: All rooms on this floor \$2 per day; no weekly reduction.

The grand inner court is 200 feet square, and is always cool and airy. Baths on the first, second and third floors, 50 cents per room extra a day. There are public baths on these floors, however, for use of guests. No baths on the fourth floor. Persons desiring to take advantage of weekly rates will please announce the duration of their stay at the time they engage their rooms, and the number of people that will occupy the rooms.

Quarters may be secured in advance by addressing T. W. McCreary, manager, Hotel Victory, Put-in-Bay, O.; in order to avoid a rush and confusion early application should be made for same.

Essays and papers to be read at the meeting should be forwarded without delay to the chairmen of the respective sections, viz.: Scientific papers, Prof. H. H. Rusby, 115 West Sixty-eighth street, New York City; education and legislation, Dr. A. B. Lyons, 72 Brainard street, Detroit,

Mich.; commercial interests, Joseph Jacobs, 6 and 8 Marietta street, Atlanta, Ga.

Prof. Chandler, President.

As announced in the May 10 number of The American Druggist, Prof. Charles F. Chandler, of Columbia College and the College of Pharmacy of the City of New York, received the nomination for president of the Society of Chemical Industry. On Wednesday, July 12, was held at Newcastle, England, the annual meeting of the Society and Professor Chandler was elected president. The ceremony was a purely formal one, the alterations in the method of election, which went into effect last year, saving the necessity of a ballot. The following is the list of officers elected to serve the ensuing year:

President, Prof. C. F. Chandler, M.D., Ph.D., of New York; vice-presidents, George Beilby, R. Forbes Carpenter, Professor F. Clowes, D.Sc., George E. Davis, John Heron, David Howard, Dr. C. A. Kohn, Ivan Levinstein, B. E. R. Newlands, Dr. Edw. Schunck, F.R.S., Wm. Thorp, B. Sc., R. C. Woodcock; ordinary members of council, Sir John Evans, K.C.B., F.R.S., Sir David Gamble, Bart, C.B., W. Winwood Gossage, E. Grant Hooper, Dr. Rudolph Messel, J. M. C. Paton, John Pattinson, Dr. Fred B. Power, Sir Robt. Pullar, Walter F. Reid, Dr. Wm. S. Squire, E. C. C. Stanford; hon. treasurer, Samuel Hall; hon. foreign secretary, Dr. Ludwig Mond, F.R.S.; general secretary, Charles G. Cresswell.

Professor Chandler sent the following letter of acceptance: "Although I promptly accepted by cable, as soon as I received your cablegram informing me of my nomination as president of the Society of Chemical Industry, I fear I have neglected my duty in not at the same time sending you my written acceptance. The nomination I am most happy to accept, as a compliment to the New York section, and as an evidence of the thorough good feeling which happily exists between the two branches of the Anglo-Saxon race living on the opposite shores of the Atlantic. I also fully appreciate the honor conferred on me personally by my selection by the Council as an acceptable representative of the American chemists. You may be sure I shall do everything in my power, if I am elected, to justify the nomination. I shall also be most happy to acquiesce in any arrangement the Council may consider desirable, in view of my residence at so great a distance from London, and the impossibility of my attending the regular meetings of the Council. If the nomination of a representative should lie with me, I should suggest yourself, the retiring president, as the most suitable person to act in my place."

The retiring president, George Beilby, in his annual address, spoke on the exhaustion of the British coal fields, and showed that in 1898 157,000,000 tons of coal were consumed in the United Kingdom, of which 76,000,000 tons were used for the production of power for industrial purposes, 46,000,000 tons for the production of heat for industrial purposes, and 35,000,000 tons for the production of heat for domestic purposes.

Since the death of Jewett M. Richmond, who was president of the Buffalo Crystal Water Company, George L. Williams has been elected to succeed him.

NEW YORK CITY NOTES.

H. F. Huhn, the widely known lithographer and box maker, is spending his vacation at Bethlehem, N. H.

Julius Jungman, the Third avenue cutter, is about to erect a building and open a store on Columbus avenue, near Eighty-first street.

The Drug Club has a new steward, George Kiefer, who was appointed to succeed Fred Idler. Mr. Kiefer has engaged a new staff of attendants and a new chef.

C. F. Booth, for twenty-five years chemist for Tarrant & Co., has established himself in the perfumery business as manufacturer, with quarters at 38 Murray street.

T. Huhn, the paper-box manufacturer, is at Bethlehem, N. H., where he expects to remain for the next month enjoying the scenery and air of the White Mountains.

Dr. and Mrs. Frederick Humphreys celebrated the fifty-sixth anniversary of their wedding on August 1 at their summer home, "The Gables," Monmouth Beach, New Jersey.

Wm. Hanenstein, Ph.G., will spend the latter part of August at his old home in Ohio, and will join the New York City delegation attending the A. Ph. A. meeting at Put-in-Bay.

R. Lucke, Eighty-first and Amsterdam avenue, has returned to the Adirondacks after a brief visit to this city. He will probably remain in the mountains until cold weather comes.

L. Berdy, formerly of Berman & Berdy, who succeeded David Hays & Son, on Division street, will open a new store at 1594 Madison avenue, at the corner of 107th street, about the 20th instant.

The pharmacy at 700 Westchester avenue, Borough of the Bronx, was sold out at auction August 7. J. H. DuBois, now in New Canaan, Conn., was the owner for a number of years, but sold the store about two years ago.

Monroe W. Lauer, of the firm of Magnus & Lauer, has joined the army of summer vacationists, and is seeking relaxation from the pressure of an unusually busy season, dividing his time between Long Branch and Saratoga.

J. B. Henry, who was the proprietor of a pharmacy in Amityville, L. I., now owned by Erich Fuchs and who succeeded Mr. Fuchs at Willis avenue and 141st street, Borough of the Bronx, has sold out his stock and fixtures.

Among the visitors registered at Long Beach recently were Lyman Parke and Harry Skillman, of Parke, Davis & Co. Both gentlemen were charmed with the resort, which has become famous as the scene of the first Hobson kiss.

It is reported that the U. S. agency of the Crown Perfumery Co. has been placed with the firm of Langdon, Batchelor & Co., Broadway, near Spring street, and that Mr. W. A. Hockmeyer will remain as advisory manager with them.

Magnus & Lauer, 4 Cedar street, have been appointed sole selling agents in the United States for olive oil manufactured by the Societe des Huiles d'Olive de Nice, France. They are now in a position to supply the very finest qualities of olive oil at the lowest possible rates.

P. L. Crovet has purchased the interest of Gus Smith in the A. W. Stewart drug store, Thirty-eighth street and Broadway. He brings to the business sufficient new capital to make many desired improvements, and in future the business will be pushed even more aggressively than ever before.

Elbert E. Fisher, of Bridgeport, Conn., visited New York last week and made numerous purchases of perfumery products. Mr. Fisher is the owner of two prosperous pharmacies in Bridgeport, and he has been named for appointment by the Governor of Connecticut as a member of the State Commission in Pharmacy.

Malcolm McKenzie, of McKenzie Bros., started for San Francisco on the 15th inst. for a tour around the world in the interest of his firm. New connections will be established in the original markets for essential oils, perfumers' material, etc. Magnus & Lauer, 4 Cedar street, have arranged to act as sales agents for McKenzie Bros.' products.

Syd Carragan, of Parke, Davis & Co., has been in the woods near Ottawa, recuperating from the

nervous strain involved in acting as umpire in the baseball game at the outing of the Wholesale Drug Trade Bowling Association. Mr. Carragan brought back an elegant assortment of fish stories and a pronounced French accent caught from his voyageur guides.

The Flanagan-Blanchet Co., of 98 West Broadway, announce that they have admitted as an active member of the company, Henry Chaurant, who brings to the corporation the very important agencies of Rocca, Tassy & DeRoux, of Marseilles, France makers of coconut oil, and Tomei & Vallet, also of Marseilles, receivers of French Colony products, particularly Bourbon vanilla beans.

THE NEW YORK CITY BOWLERS' OUTING.

A dozen or so members of the New York Retail Druggists' Bowling Association enjoyed an outing at Coney Island on August 4. The party included President Geo. E. Schweinfurth, Secretary G. H. Hitchcock, Treasurer Chas. H. White and Messrs. L. W. De Zeller, Wm. Hauenstein, S. F. Haddad, Otto Boediker and Fred Wichelns. The programme included a surf bath, shore dinner, bowling at Fekman's Alleys and a general review of the attractions of Coney Island, to which many of the members were introduced for the first time.

Applicants for Registration Swindled.

Dr. William J. Robinson calls our attention to the fact that several unscrupulous persons are trading on the credulity of those who desire to pass the examinations of the New York City Board of Pharmacy by pretending to sell to the applicants copies of the questions to be put at any particular meeting of the Board. According to Dr. Robinson, "one of these swindlers, claims that he gets the questions from the printer; another one tells the following highly plausible (?) story (and nevertheless the dupes swallowed it): When the new Board organized in January, 1898, they wrote out in a book all the questions that they were going to ask for the next three years to come, arranging the questions by months, and he got hold of a complete copy of the book; while a third one brazenly asserts that he gets the questions each month from a member of the Board. I had occasion to examine some of the papers and saw at once that they were a clumsy fraud. One was a paper which had been given by the Board several months ago (and I know that the New York Board never gives the same questions over again), while the others were illiterately and clumsily compiled by an unquestionable ignoramus."

We have pleasure in printing Dr. Robinson's warning, but fear that it will scarcely help those to whom it would be of the greatest assistance, as the youths most apt to be "taken in" by such manifestly absurd claims are least likely to be influenced by warnings even if they should reach them.

The Army Hospital Corps.

According to a recent general order, the hospital corps detachment allowed a regiment serving in divisions and departments of the insular possessions and dependencies of the United States is fixed at one hospital steward, three acting hospital stewards, and twelve privates of the hospital corps. The officers commanding the division of Cuba, the department of Porto Rico, the department of the Pacific and the troops in Hawaii are charged with the full control of the transfer from the line, enlistment, re-enlistment, and discharge of members of the hospital corps of the commands, and with the detail of acting hospital stewards.

WESTERN NEW YORK.

Fire from Alcohol Vapor.

Buffalo, Aug. 5.—The old and favorably known drug store of W. S. & J. J. Patterson, of Batavia, was badly damaged by fire on the evening of July 31. The loss will be heavy, especially from water, and is hard to estimate on account of the uncertainty of the value of the salvage. It was set on fire in a very unusual way. During the evening Ray Hickox, clerk in the store, aged 19, went into the store to syphon off some cologne alcohol. The gas from the alcohol soon saturated the air, and then took fire from a gas jet near by. Hickox was a mass of flames in an instant, and ran up the stairs and out of the rear door. He was met by J. J. Patterson, who tried to extinguish the fire and was considerably burned. Others followed the frightened clerk and he was soon covered with coats and the fire extinguished, but not till he was so badly burned that his life is in danger. The building was not very seriously injured.

Vacation Notes.

Buffalo druggists are scattered considerably just now. David M. Cewan is on the Massachusetts coast; E. J. Liebetrut is at Atlantic City; Dr. Gregory, having spent a vacation in the Adirondacks, is now finishing the outing season at Erie Beach with his family, the resort being near enough to enable him to return to business every day. City Chemist Hill is preparing to make a trip to the Adirondacks with a party soon.

The New York State Board.

Following is a list of the successful applicants for registration who appeared before the New York State Board at the meeting held on June 25:

Leopold Bucons, New York City; Cora C. Wiles, Camden; Geo. D. Fish, Lyons; Arthur B. Baldwin, Plattsburgh; Chas. H. Button, Schaghticoke; Harris Cole, Pine Plains; Earle W. Fellows, Chatham; Stanton W. Ottman, Central Bridge; Robt. F. Shay, Canandaigua; Morris Beck, New York City; Clement R. Baldwin, Plattsburgh; Walter A. Wright, Waddington; Everett W. Fish, Despatch; James M. Dolan, Ithaca; Bert O. Heath, Newfield; Rose W. Norton, Port Lyden; Frank T. Dewey, Batavia; Chas. G. Rapp, Albany; Benj. W. Johnston, Rondout; J. Frank York, Rochester; Ross R. McClure, Wellsville; Reginald W. Pawling, Fleischmann; Chas. F. Bergeron, New York City; Lewis H. Carr, Newburgh; Leo H. Gibbons, Norwich; J. Howard White, Syracuse; Wm. D. Corrish, Hastings-on-Hudson; Adolph Sauntrock, White Plains; Wm. D. Corson, Niagara Falls; Fred J. Herbst, Liberty; Wm. J. Weir, Utica; Chas. A. Bender, Batavia; Arthur Decker, Goshen; Andrew Murphy, Mohawk; C. J. Weller, Green Island.

The next examination of the Board will be held on September 1 simultaneously at Albany, Plattsburgh, Rochester, Syracuse and Yonkers. Applications for examination should be filed with E. S. Dawson, secretary, Syracuse.

Christian Scientists Arrested.

The death of a child in Buffalo from pneumonia while under Christian Science treatment not only led to the arrest of the parents and the "healer," but has given the city health department and the medical fraternity the cue for demanding a new ordinance, which makes it obligatory on all irregular practitioners to report their cases to the health department. The action has brought out a determined opposition on the part of the Christian Science people, who appear to have the best of the general argument, as the proposed ordinance would make all persons

report the treatment of any sort of ailment, down to a sore finger. A new ordinance is to be drafted. Meanwhile Health Commissioner Wende has issued a challenge to the Christian Science people, declaring that if they will cure a case of organic disease that he will send them he will join them. He declares that he will cure the same case after they fail to do so.

It is believed that the Buffalo incinerators, small stove-like devices, invented by two residents of this city, have solved the vexed problem of sinks and sewage vaults. Dr. W. G. Bissell, city bacteriologist and surgeon of the Seventy-fourth Regiment, has just returned from the State drill camp at Peekskill and announces that his thorough test of the invention there has entirely convinced him of its entire utility. As the investigation was made at the request of the commander of the National Guard of the State it is expected to lead to the acceptance of the incinerators.

BUFFALO NEWS NOTES.

John Tilma, the William street druggist, sails for Germany on the 13th for a six months' visit.

R. A. Appleton has taken the position of manager of the drug store of N. E. McClurg, Buffalo.

George A. Plimpton, head of the wholesale drug firm of Plimpton, Cowan & Co., was on August 1 elected vice-president of the Buffalo Commercial Bank.

F. C. Simon, O. F. Fischer and J. L. Boehm are all graduates in pharmacy and former local drug clerks who recently received appointments as interns at the City Hospital.

Mrs. Haberstro, who has maintained the drug store at Genesee and Johnson streets, Buffalo, since the death of her husband, Dr. Haberstro, has sold it to Fred C. Austin.

J. B. Todd, of Ithaca, secretary of the New York State Pharmaceutical Association, is recuperating in the White Mountains. He visited the summit of Mount Washington on August 2.

F. N. Alderman, druggist at 991 William street, Buffalo, has extended his business by opening a hotel at Woodlawn Beach, on the south shore of Lake Erie, where he is said to be doing an excellent business.

Emil Stark, managing clerk in George Reimann's pharmacy, is something of a colored man these days. He always makes a long bicycle run on his vacation and is just back from the round trip to Syracuse. He ran up against some very scorching weather on the way.

The annual outing of the Buffalo druggists takes place, according to present calculation, on August 23. Boat will be taken down the Niagara to Edgewater, where a big clam bake is in order. Great pains is always taken with the catering on such occasions, which is possibly the reason they are kept up from year to year.

Though the Erie County Board of Pharmacy has adjourned till September it still holds special meetings in case licenses are urgently needed sooner. A pharmacist's license has thus been granted to Henry Ward Veith, manager of the store of Dr. Sharp, at Tupper and Ellicott streets, Buffalo.

Several Buffalo drug stores have been closed permanently this summer, including those of Anthony Haft on Walden avenue; Boris Reinsteins, on Broadway; C. J. Rodell, on William street. Mr. Haft has taken the position of manager in the pharmacy of Dedo Bros., Walden avenue; Mr. Rodell has engaged with Charles E. Marzloff, druggist at William and Jefferson streets.

Held for Smuggling Phenacetine.

Samuel Gallagher, a college student, of Toronto, has been held in \$1,000 bail to await trial before the fall term of the United States Circuit Court at Buffalo, he having confessed that he had smuggled \$78 worth of phenacetine into the United States from Canada.

MASSACHUSETTS.

The Blue Laws.

Old Stores Close, New Open.

Boston, Aug. 5.—What would this State be without her blue laws? They are a toy for the police, a source of amusement for the public, when they do not interfere with the pleasure or comfort of the masses, and a decided nuisance while the spasm of virtue is to the fore to those who desire to do business on the Lord's day. Periodically in certain sections this regulation is trotted out by zealous officials for an airing of a few weeks, and then allowed to sink into the retirement which fits so well, and it is not disturbed, unless it be by the occasional jest of the comedian, until the time comes around again for the annual removal of cobwebs. The last point of attack was in Worcester. The druggists there didn't mind it much, having been hardened by being victims of former attempts. These spasms, as was the case with the last one, are generally of a few weeks' duration and then conditions usually drift back into the old channels. There is reason for these outbreaks, though, for they are usually the result of complaints made by jealous rivals in business. For instance, cigar and candy merchants do not like to see druggists and newsdealers selling cigars and candy on the Sabbath while they are denied the privilege. This exact state of affairs was predicted by Freeman H. Butler, Ph.G., at the time of his presidency of the M. S. P. A. Instigated by these rivals the Worcester police recently informed all dealers that those caught selling cigars, candy or other articles not allowed by law, would be prosecuted. There was one exception, and it was probably the first time that the working of the soda fountain has been allowed during these trying periods. The police were a unit in agreeing that soda water was a necessity of mankind on a hot Sunday. And so Worcester for a short period was "wide open" for soda water, but candy and cigars were obtained only by underground methods. This state of affairs was not of long duration, however, and now business is transacted in that city on Sundays as of yore.

Two Old Stores to Close.

The new store of the Jaynes & Chapin Co. opened at 143 and 145 Summer street, July 24, under most auspicious circumstances. The joining of hands of these firms means the closing of two of the Hub's old stores formerly controlled independently by the members of the new firm. These places are that of William A. Chapin, Ph.G., for many years located under U. S. Hotel, and that of C. P. Jaynes & Co., at 44 Harrison avenue. The Chapin store was formerly owned by a Mr. Littlefield and has been one of the features of the U. S. Hotel for a long period. The Jaynes store has not been in existence as many years, but has been conducted with the characteristic vigor of this house. The abandonment of these stores and the formation of the new firm was brought about by the building of the Terminal Station and the removal thereto of railroads formerly using depots near the old stores. The new firm did not begin business until all of the railroads were using the Terminal Station, and it looks like a winner judging by the patronage since the opening.

Soda Business Booming.

So far the present soda water season has been most prosperous for Massachusetts pharmacists. Two causes are assigned for the business averaging better than usual. One is the weather, and there have been some extremely hot spells with an extended drouth; the other reason is founded in the fact that the people are spending money with greater freedom. Boston numbers many pharmacists who are large dispensers of soft drinks, but these druggists, with the usual conservatism of Hubbites, are not fond of furnishing statistics concerning their business, so that it is extremely difficult to arrive at any comparisons of value. C. P. Jaynes, with his three stores, undoubtedly heads the list. His motto is to supply his patrons with drinks of the best quality and his usual charge is five cents per glass, but where he cannot do this at a profit he charges more. William H. Knight, at the corner of Court and Hanover streets, probably comes second. At his stand he has had the phenomenal business of 18 steel fountains (10 gallons each) in a single day and this exclusive of mineral waters and other drinks. Of course, this was an unusually large day's trade, but Mr. Knight employs at all times two clerks who do nothing but attend to the wants of the patrons of his fountain, and he states that oftentimes his store is half filled with customers waiting to quench their thirst. F. H. Putnam, with his three stores, is without doubt, third on the list. His largest business is at his downtown store, which is in a hot-bed of legal talent. Here many disciples of Coke and Blackstone attempt to draw inspiration from carbonated beverages. This School street store is located where there are many transients, and on special days like the Knight Templars' visitation there have been used as high as 16 to 18 tanks of soda water, but on an average day rather less than half that number are sold. At this store a portion of the employees devote their entire time to the soda fountain. The present is the kind of a soda water season that Hub druggists like to see and they are hoping that business will continue at the present rate.

BOSTON NEWS.

Fred L. Breed recently opened a new store at Fairhaven.

Mr. Collins, formerly with the Maverick Drug Co., has opened a new store in Central Square, East Boston.

F. H. Wing, formerly with the T. Metcalf Co., of this city, recently purchased the C. W. Folsom store, Skowhegan, Me.

Henry Thacher, Ph.G., of S. A. D. Sheppard & Co., 1129 Washington street, is spending his vacation on the shores of Cape Cod.

Edwin W. Shedd, Ph.G., one of the bright lights of the T. Metcalf Company, is away on his vacation. He will return to business in about two weeks.

Nathaniel J. Rust and family, including Nathaniel J. Rust, Jr., left some time ago for a foreign trip. They will not return until the first of October. The Messrs. Rust are both connected with the Rust, Richardson Drug Co., of this city.

Frank A. Davidson, Ph.G., president of the T. Metcalf Company, has been on an extensive vacation tour throughout the West. He returned recently and is ready for an active business campaign.

An explosion took place in the store of J. W. Creasey, Market Square, Amesbury, July 18, which wrecked the establishment and cost the life of Fred H. Dennett, one of the clerks. The trouble was caused by the bursting of a soda-water tank, and the force was so great that it shook all of the buildings in the vicinity. It

seems that Dennett and another clerk, William M. Gowan, who escaped injury, were charging the fountain, which contained about ten gallons of water, and were letting the gas in. Dennett had one foot on the tank, rocking it, when it exploded without any warning, knocking him inensible. The injured man was attended by three physicians, and was badly used up, as will be seen by the following list of injuries: In addition to cuts about the right side of the face and nose, one eye was seriously injured, his collar bone was broken and three or four ribs were fractured. The accident occurred at noon, and Dennett lived until 4.30 p. m. Death was attributed to heart failure caused by the unexpected shock.

The usual between-season quiet is a stranger to C. P. Whittle, who reports that he is rushing his force night and day to keep pace with constantly increasing orders for his celebrated line of fixtures. Mr. Whittle is turning out some new tones and shades in wood finish which are superior to anything yet produced.

MASSACHUSETTS NEWS.

Allston has a new store, the "Oak Square Pharmacy."

The Raycroft Pharmacy Co., Cambridge, has been organized; L. W. Raycroft, president; A. D. Raycroft, treasurer. Capital, \$25,000.

Marion Cowan, Ph.G., M. C. P., '98, comes from Lynn every week to attend some of the summer courses at the Harvard Medical School.

J. S. Bixby, of Lynn, has been furnished with a Tufts apparatus quite in keeping with the rest of the artistic appointments of his new store.

The C. E. Ball Drug Co., of Holyoke, was recently organized with a capital of \$10,000. Mark B. Carpenter is president and C. E. Ball treasurer.

The Harrington-Rintel Drug Co. succeeds W. T. Early & Co., of Lynn. Both members of the new firm were formerly connected with the Walker-Rintel Co., of this city.

Edward F. Otis, Ph.G., M. C. P., '82, and who for a number of years was proprietor of the store at the corner of Dudley and Washington streets, has a new store on Austin street, New Bedford.

Association Notes.

President William D. Wheeler, Ph.G., of the M. S. P. A., has appointed the following committees: Executive—William D. Wheeler, Ph.G.; William F. Sawyer, C. E. Bardwell, Frank M. Harris, Ph.G., and James F. Guerin; Papers and Queries—Prof. Wilbur L. Scoville, Ph.G.; Miss Marion Cowan, John H. Manning and Frank M. Hubbard; Legislation—William W. Bartlet, Ph.G.; William J. Bullock, L. G. Heinrich, George N. Hoyt, Ph.G., and L. G. Roskell; Trade Interests—J. Allen Rice, William P. Draper, J. W. Cooper, A. G. Guyer and A. B. Morgan.

At the close of the recent meeting, Hance Bros. & White received a vote of thanks for badges furnished, Joseph Whitcomb & Co. for cigars supplied and the Holyoke Druggists' Association for the royal entertainment provided.

Local Secretary Heinrich made a hit at the banquet when he responded for "The Druggists of Holyoke." The chain which was presented to Mr. Heinrich at a later meeting was the gift of the visiting traveling salesmen as a token of their appreciation of the excellent work put forth by the recipient to make the convention a success.

There was considerable discussion as to a place of meeting for next year. Nothing definite was decided on this point, but among the places suggested were Nantasket Beach, Swampscott, Manchester-by-the-Sea and Newburyport. The choice of location will probably be decided by postal card vote.

Those who attended the meeting will have a souvenir in the shape of a group photograph.

In accordance with a recommendation of the president, Mr. Curran, Secretary Guerin will look sharply after firms who solicit the trade of physicians, and also endeavor to sell to the drug trade at the same time. There will probably be a report on this matter at the meeting of next year.

NEW ENGLAND NOTES.

The Wolfson Drug Company, of Wolfson, N. H., has supplied their new store with a modern soda fountain from the Tufts factory.

Donough & Sheridan, of Portland, Me., have opened a branch store at Old Orchard for the summer trade. Mr. Donough will have charge of the new store.

Roberts & Latraverse have a fine new store in

Providence, R. I., and bid fair to make a great success of the undertaking. The fountain is one of the attractive designs of James W. Tufts.

Goodwin E. Philbrick, of Portsmouth, N. H., was married to Miss Georgiana L. Ayers, on the afternoon of June 27, at the home of the bride's parents. The couple are away on a wedding trip and on their return will reside on Union street.

The first degree of Ph.G. preferred by the University of Maine was given last June to Albert J. Nute, of Boston, Mass. Mr. Nute is also a member of the class of '99, Scientific Department of Harvard, and is now a member of the second year at the Harvard Medical School.

O. W. Jones has sold his interest in the drug store of W. A. Robinson & Co., and purchased the branch store at 41 Hampshire street, Auburn, Me. E. F. Weed, who had charge of the branch store for four and a half years, has returned to his former position with W. A. Robinson & Co., at 27 Court street, Auburn, Me.

The Bay State Company was recently organized in Maine. Its purpose is to manufacture and deal in chemical compounds. Capital stock is \$50,000, \$75 of which is paid in. The par value of the shares is \$25. The concern is officered as follows: President, William L. Parker, of Cambridge, Mass.; treasurer, George A. Crawford, of Boston. William M. Crawford is also a director.

One evening recently George H. Kelley, who, it is said, is a druggist on Cumberland street, Portland, Me., met with a singular accident in one of Boston's shooting galleries. It is said that he had been drinking. When he entered the place he picked up a loaded 32-calibre target pistol, raised it in the air, the muzzle pointing slightly toward his head, and pulled the trigger. He staggered backward, with the blood streaming from a wound in his forehead over the left eye. The bullet had passed under the skin, upward to the top of his head and out through his hat. He was taken to the City Hospital, where it was stated that his wound was not dangerous. It was at first thought that it was an attempt at suicide, but there is little ground for this theory.

Some of the druggists of Providence, R. I., are expecting trouble through alleged violation of the liquor law. The city evidently has a number of pharmacies which are nothing more than dram shops, judging by the large quantities of liquors disposed of on Sunday, July 30. One of these sold 36 and the other 68 racks of beer, two dozen pints to the rack. The trade as a whole has to suffer for the deeds of these law breakers. The movement was instigated by an anti-saloon league, the evidence being secured by private parties. It is said that enough sales were made to warrant the issuing of 35 complaints against drug stores, and many of the dealers are wondering who will be hit by this movement. It is also said that the warrants will be served at an early date.

Passed the Indiana Board.

Of the eleven candidates who presented themselves for examination at the recent meeting of the Indiana Board of Pharmacy the following eight passed: James R. Phillippe, Frankfort, Ind.; E. S. Frey, Louisville, Ky.; Francis T. Lay, Columbus, Ind.; W. E. McJohnston, Terre Haute, Ind.; Willis S. Davis, Washington, Ind.; Walter M. Caraway, Greenfield, Ind.; Otto J. Negle, Hammond, Ind.; Harry A. Jacobs, Indianapolis, Ind.

The Board has now on file applicants registered under the new pharmacy law as proprietor and parties of four years' experience, 3,772.

Information concerning the examinations can be obtained from the secretary, C. E. Crecelius, New Albany, or any of the members whose names are given below: C. B. Woodworth, president, Fort Wayne; Theo. E. Otto, Columbus; H. E. Glick, Lafayette, and Geo. W. Sloan, Indianapolis.

The demand for the constitution and by-laws recently issued by the N. A. R. D. has been unexpectedly large, but several thousand copies still remain in the secretary's hands. They will be sent free of express to retail druggists.

PENNSYLVANIA.

Growing Interest in the N. A. R. D.

Philadelphia, Aug. 5.—The officials of the Philadelphia Association of Retail Druggists are receiving more encouragement in their efforts to make the local branch one of the strongest in the East, and it is the intention to have a good representation so that by the time the annual convention is held in Cincinnati on October 3, 4, 5 and 6, the delegates can make a favorable showing. A meeting of this Association was held on August 4, and while the attendance was not very large, those who were present were quite enthusiastic over the prospect and it is predicted that next month there will be a good increase in the membership. Those who are in charge of securing new members are going about it in a business-like manner and they have waited personally on many of the retail druggists in this city. While at first they found a number who took no interest in it, they succeeded eventually in winning them over. Many of the retailers have promised to attend the meeting of the Association to be held on the first Friday in September. An effort is to be made to have that meeting an interesting one in every way. There are, however, many retailers who take no stock in an association of this kind, and look upon it as an impossibility, as they claim it will be impossible to combine.

Retail Trade Quiet.

The retail drug trade in this city is quiet and the showing makes a favorable comparison with that of last year. The prescription business has this year been excellent and there is a disposition on the part of some druggists to lay in new lines of stock in their stores. The outcry against department stores for handling goods that were ordinarily only dealt in by the retail druggists is not heard as often as it used to be and it is believed that the public has awakened to the fact that the drug store is the legitimate place to buy articles for the toilet. Some time ago, when the department stores began the sale of perfumery, toilet waters and such like articles, they cut the prices considerably and the retailers were averse to making a reduction, so they lost considerable of their business. They have, however, awakened to the fact that "competition is the spice of life" and they are now catering to the wants of their customers, who find they can secure in the drug store the same article and at the same price as in the large department store.

A Good Six Months.

The first six months of this year has been a good one for both the wholesale and retail druggists. Business in many of the stores has been greater than ever before, and while it is not known as to what the net results are, it is generally thought they will show a good improvement over the same period last year. At the present time there is a slight falling off in the retail business owing to the number of people that have left town. Some of the enterprising druggists have taken the summer addresses of their customers and they keep in touch with them by frequently submitting to them items of interest. Again some make a specialty of looking after their out-of-town customers. These druggists are the ones that

have a bank account and pay for their goods as soon as received, thus getting them at the bottom price as well as securing a discount for cash payments.

A number of the up-town druggists have begun to reconstruct their stores and many of them are now making additions. There is a greater number of changes and improvements being made than there has been for some time past, which goes to show the retail druggists have been making more money than they had before the era of prosperity started in.

A Druggist's Opinion of Some Patent Medicines.

One druggist of the old school, who finds it difficult to fall in with the methods in practice with many firms, and who has the courage to declare his convictions, recently expressed himself rather forcibly upon one phase of the patent medicine question. "It is reasonably certain," he observed, "that where one of the new preparations daily set before the public and advertised as the most important discovery of the century is compounded with a view toward the good of humanity, a dozen others are brought out for purely mercenary purposes. If the preparations were all harmless, although of no value to the patient, the facts would not be quite so astounding. When, however, in addition to imposing upon the credulity of his customers, the proprietor endangers their health as well, conditions are ripe for a radical change. For example, let us turn to the many so-called headache cures, which are unfortunately only one class among many similar ones. The commonly fatal results that follow their use are quite sufficient to show the nature of these remedies. If the customer is cured of headache he is often so cured only at the risk of impaired heart action. This traffic, carried on in such an irresponsible way, contains a tragic list of crimes committed in the name of 'business.'"

PHILADELPHIA ITEMS.

H. S. Voshage has sold his store at Fifteenth and Tioga streets to E. E. Wilson.

C. R. Kuney, of Sixteenth and Arch streets, is spending his vacation at Hatboro, Pa.

H. E. Wendel, of Third and George streets, is having a pleasant vacation at Atlantic City.

Francis S. Hughes, of Fifteenth and Oxford streets, is registered at the Berkley at Atlantic City.

R. W. Cuthbert, who owns the beautiful pharmacy at Fortieth and Chestnut streets, is summing at Frazier, Pa.

W. Nelson Stern, of R. E. Brodie & Co., Twentieth and Callowhill, has just returned from a flying trip to Baltimore.

A. C. Schofield, of Fifteenth and Susquehanna avenue, is passing the month of August among the mountains of Pennsylvania.

Rush B. Smith, of Hance Bros. & White, has just returned from a business trip to their branch houses at Chicago and Pittsburg.

N. A. Cozens has temporarily relinquished the cares of his store at Seventh and Montgomery avenue and hid himself to Atlantic City.

W. McIntyre, A. Hoch and E. M. Boring, three prominent druggists of this city recently rode their bicycles to Atlantic City and return.

J. W. Ramsay, who was for some years the cashier for Shoemaker & Busch, has secured a position as head bookkeeper for the North American.

Frank Hoff, who has charge of the drug sundry department of R. Levicks' Son & Co., of this city, has been taking a few dips in the sea at Atlantic City.

Frederick S. Seymour, the proprietor of the Woodmont Distillery, at Hadlyme, Conn., recently paid Philadelphia a visit. He says he is getting a nice business here.

Robert C. Brodie, the treasurer of the Philadelphia Wholesale Drug Co., has just returned from a short visit to Atlantic City, whither he went for a much needed rest.

E. R. Gatchel, who owns the store at Tenth and Spring Garden streets, and is also one of the directors of the Philadelphia Drug Co., has again gone to court Neptune at Atlantic City.

Isaac Hires, of the Hires Root Beer firm, was struck by an express train on June 22 and seriously injured. He was taken to Cooper Hospital, in Camden, and given every proper attention.

Dr. R. V. Mattison, of the Keasby & Mattison Co., of Ambler, Pa., has purchased a handsome house at Newport from the Peterson estate, and will occupy it as a summer residence as soon as alterations are made.

Clark Tyler, who was for some time senior clerk for D. H. Ross, Almond and Norris streets, died at his residence on the 1st instant. He was a conscientious and careful druggist and had many friends who deplore his loss.

A new concern called the Amrhein Chemical Co. has started up in this city and has an office at Tenth and Chestnut streets. The officers are: President, Chas. H. Davis; treasurer, Geo. C. Amrhein; secretary, Angus S. Wade.

A new concern called the American Citrus Manufacturing Co., with a capital of \$200,000, has issued a prospectus. They propose to make orange wine, oil orange, etc., etc. The headquarters of the concern will be at Norristown, Pa.

Matrimony seems to have struck the druggists hard in this city. The latest victim of Cupid's dart is Dr. E. C. Warg, the owner of the Kay pharmacy, Eleventh and Arch streets. He was married on July 7 to Miss McMaster, of Manayunk.

One of Cupid's victims is William R. Davis, the popular druggist of Jenkintown, a suburb of this city. He was married on June 21 to Miss Elizabeth H. Jones, a daughter of the late W. W. Jones, who was a prominent baker of this city.

Mr. Pettyjohn has secured an interest in the store at Sixteenth and Race streets, and the name of the firm has been changed to Freeman & Pettyjohn. Mr. Pettyjohn was for years the manager of the St. Cloud Pharmacy, at Seventh and Arch streets.

Robt. McNeil, of Howard and York streets, has just gone to Scrubbsburg, Pa., to spend his vacation. He drove the entire distance and it is safe to say he enjoyed the long carriage ride, for he has already driven over this route twice before and is thoroughly acquainted with the roads.

Dr. William H. Crane has opened a new drug store at Broad street and Snyder avenue. He has had the building fitted up in a sumptuous manner and it is one of the finest stores of the southern section of the city. Dr. Crane is well known and it is thought that he will do a good and lucrative business at this place.

The Washington State Board.

The Washington State Board of Pharmacy held an examination at New Whatcom on July 12 and 13. The successful candidates were:

C. H. McPherson, Whatcom; Walter Rutz, Port Townsend; Ralph Michael, Shirley Berry, Oscar Henrich, Tacoma. Assistant pharmacists' certificates were granted: Ed Williams, Seattle; W. J. Gruber, Winlock; George Sargent, Tacoma.

The members of the examining board are: J. H. Day, Dayton; J. W. McArthur, Spokane; Peter Jensen, Steilacoom; L. D. P. Collins, Whatcom; W. H. Barnes, Seattle. They will hold another examination in Spokane July 17.

Horace P. Hayes, proprietor of five drug stores in Buffalo, has taken the agency of the new Carabana water, the sale of which is to be pushed.

OHIO.

Cincinnati, August 5.

Big Soda Water Stores.

"The largest soda water business I ever did in one day was \$164," said Prof. Charles T. P. Fennel, of Eighth and Race streets. "Figure that up and you will see that we dispensed 3,280 glasses. When you come to think that it requires about three minutes for each glass you can get an idea of the business of that day. That was at the old store at Eighth and Vine streets. Soda water business this year has been late. We have done well, however, and the soda business will be better from now on until the heated period has passed."

M. C. Dow, the progressive woman druggist, who conducts four flourishing stores, does an enormous soda water business. This is particularly true of her palatial store at Seventh and Race streets, which is surrounded by a thirsty throng from morning till night daily. "How much soda do we sell?" said Miss Dow in answer to a query. "Well, if we were to have you publish it a number of doubting Thomases might not believe it, so I guess the amount need not be published. I fail to see what good it would do." Dr. John C. Otis, R. H. Weatherhead, Herman Serodina, John Keeshan and Wilmot J. Hall, all large dispensers of soda water, told of large soda days, but none of them came up to the business reported by Prof. Fennel. Outside the drug stores the Fourth street grocery of Joseph R. Peebles Sons Company does a land office business in soda. So does Joffee, dealer in coffees and spices at Fifth and Walnut streets. The consensus of opinion is, however, that Miss Dow at present does the banner soda water business of Cincinnati.

Officers for the Cincinnati College.

The meeting of the Cincinnati College of Pharmacy on July 12 was well attended, and the contest for the election of officers more than usually spirited. After the routine business the balloting was begun and resulted in the choice of the following:

President, Charles A. Apmeyer; First Vice-President, W. T. Ford; Second Vice-President, Miss Marie Kusnick; Recording Secretary, John Weik; Treasurer, Prof. Charles T. P. Fennel; Corresponding Secretary, Louis Klayer.

Executive Committee—Louis Sauer, Otto Dieckman, Ralph Freiberg and George Theobald.

Entertainment Committee—Theodore Konzelman, Louis Klayer, W. T. Ford, B. Fries and Miss Marcella Feth.

Journal Board of Managers—Prof. Charles T. P. Fennel and Dr. Julius Eichberg.

CINCINNATI NEWS.

Louis Klayer has returned from his vacation.

George Budd has returned from a trip through Ohio.

Albert Vogeler's Avondale residence is completed.

Prof. William Simonson is the city's leading oarsman.

Dow's pharmacy, at Seventh and Race, has been repainted.

Fennel's Pharmacy was finely decorated during the Saengerfest.

Henry Meyers, the pharmacist at Fort Thomas, has gone to Germany.

E. A. Kraut, a well known druggist, has gone into the circus business.

Seventy-five druggists of Kentucky have allowed their registration certificates to lapse.

George Kylius has made a number of improvements in his pretty Walnut Hills store.

Col. Joe Brewster, of the Von Mohl Co., is sojourning at Atlantic City with his family.

Joseph Dehner, formerly of this city, has accepted a lucrative position in Indianapolis.

Billy Gilmore is now connected with the Hall Capsule Co., of Covington, Ky. He reports a good business.

Most of the downtown druggists were kept busy during Saengerfest week making syrups for their soda fountains.

A number of Cincinnati druggists attended the annual meeting of the State Pharmaceutical Association at Put-in-Bay.

The store of J. M. Barret, at Brookville, Ky., was recently destroyed by fire. He has opened a store near the old stand.

The Kentucky Valley Medical Association meets at Jackson the latter part of this month. Dr. Littlepage is secretary.

The beautiful Dow Pharmacy, at Seventh and Race streets, was much admired by visiting druggists during the Saengerfest.

Dr. C. W. Montgomery, of Bethel, and W. T. McElrod, of Flemingsburg, were in the city last week on a shopping tour.

John Knoemueller, for years janitor of the Cincinnati College of Pharmacy, has been admitted to the City Infirmary.

A new soda fountain adorns the store of the People's Drug Company at Carlisle, Ky. The fountain was made by James Tufts.

Wilmot J. Hall will probably have a store in the sky scraper to be erected by J. G. Schmidlapp at Fourth and Walnut streets.

The National Retail Druggists' Association meets in Cincinnati the first week in October. The delegates will receive a royal welcome.

Matthew M. Yorston, the popular Central avenue druggist, who has been ill for several months, is reported to be greatly improved.

Albert Boehmer, the popular druggist at Eighth and Central avenue, will soon begin to remodel his store. The entire interior is to be changed.

W. W. Kinney, of Paris, Ky., was married recently to Miss Nellie Mann, a belle of that bustling city. The bridal couple made an extended trip.

C. E. Heberhart and Ed. C. Deitrich, of Madison, Ind., came to Cincinnati recently on their bicycles. The gentlemen made the run in quick time.

W. J. Radcliffe, of Hamilton; H. J. Thompson, of West Union; H. L. Day, of Blanchester, and H. R. Enoch, of Delhi, were in town recently.

William Borgman, who formerly worked for Otto Rauffuss & Co., was exonerated by Coroner Schwab from any blame in shooting Herman Klein.

The Otis Pharmacy, at Sixth and Vine, looks much better since a new front has been placed on the building. The inside of the store has also been altered.

C. T. P. Fennel, the well-known chemist, has fitted up his store at Eighth and Race streets in the most approved way. A ladies' toilet room is in the rear.

Recent Indiana visitors were: R. H. Miller, of Cross Plains; E. M. Stevens, of Vevay; W. G. Eberhart and Edward C. Deitrich, of Madison, and G. R. Kemper, of Osgood.

Alfred De Lang is making an excellent president of the Ohio State Pharmaceutical Association. His regime will doubtless be a credit to himself and an honor to Cincinnati.

At the recent meeting of the Kentucky Pharmaceutical Association Sharp & Dohme were represented by those well-known hustlers, Frank Pike and J. H. Campbell. They made all feel at home.

Cora Dow has returned from a well-earned vacation at French Lick Springs. Miss Dow

was greatly improved by her trip to the Indiana health resort, and she will go there every two months or so hereafter.

The many friends of C. M. Twining, formerly of Columbus, O., and now of Fresno, Cal., will be glad to learn that he has secured a good position with the Cutler Prescription Pharmacy in that town.

A night-blooming cereus, which is a rather rare plant, was on exhibition during the Saengerfest at Dow's Pharmacy. This particular plant blooms every four or five years. It attracted a great deal of attention.

The present hot spell, which beats anything in the way of sultry weather for the past twenty years, has been a big help to the soda water business. In most of the downtown stores the crush has been so big that extra help was needed.

Prof. C. T. P. Fennel is authority for the statement that the next session of the Cincinnati College of Pharmacy will doubtless be the greatest that the institution has enjoyed for many years. Demand for prospectuses has been the greatest for many years.

The southern district of the Ohio Dairy and Food Commission is not doing much at present and it appears that all the attaches of the Commission are on a vacation. Commissioner Blackburn, who was for Daughtery for Governor, is putting in his best licks for Nash.

The members of the Stein, Vogeler baseball team are a bit cheery over their recent victory against the nine made up of employees of the Barron, Boyle Co. The members of the first-named nine will probably try their luck against a leading amateur nine next Saturday.

N. Ashley Lloyd, the well-known wholesale druggist and treasurer of the Cincinnati Baseball Club, has returned from an extended fishing trip. While away he gained several pounds and looks to be as brown as the proverbial berry. Ashley thinks his club will finish well up in the race.

North Carolina Board.

At a meeting of the North Carolina Board of Pharmacy, held in the City of Durham, May 16 and 17, twenty-three candidates for license to practice pharmacy appeared for examination, fourteen of whom were successful, as follows: Chas. F. Green, Wilmington; Thos. W. Kendrick, Shelby; Thos. E. Landquist, Salem; Francis G. Jackobs, Windsor; Wm. B. Harrison, Weldon; Jno. C. Quickle, Lincolnton; Albert S. Johnston, Raleigh; J. F. Brooks, Hendersonville; Chas. H. Smith, Greensboro; John C. Brantley, Marshville; David C. Swindell, Rocky Mount; A. W. Thormann, Asheville; C. W. Ellington, Chapel Hill; Chas. D. Gruver, Stroudsburg, Pa.

At this meeting it was determined not to recognize the diploma of any college of pharmacy in lieu of examination. This action was caused by the application of the many graduates of the new schools of pharmacy springing up all over the country. It was deemed wise to withdraw recognition from all, thereby avoiding offense to any. The next meeting of the Board will be held in the city of Raleigh on Tuesday and Wednesday, October 10 and 11, 1899.

The Pharmacist Mine.

The Pharmacist mine, Cripple Creek's first big producer, was sold recently to satisfy a mortgage. The mine was located by Allen O. Jones, of Fulton, Mo., in 1891. He was at that time a drug clerk and visited the camp on a vacation. At a shallow depth the mine produced \$600,000; paying \$84,000 in dividends. The pharmacist's early success materially helped to build up Cripple Creek.

Do you want Legal Advice? We furnish it free of cost to regular subscribers.

ILLINOIS.

Osteopaths Examined.

Chicago, Aug. 5.—The State Board of Health last week held at the Great Northern Hotel its first regular examination of applicants for licenses under the law that went into effect July 1. Under the new statute persons who desire to practice the teachings of the osteopathic school of medicine, founded by Prof. John Atkinson, the famous "bone-setter" of London, are required to procure licenses. The examinations continued throughout the week, Dr. John A. Egan, secretary of the State Board, and Dr. A. G. Haerther supervising the tests. Five physicians, twenty osteopaths and twenty-one midwives presented themselves for examination.

Anders Holm Arrested.

Anders Holm, formerly a druggist of Wheaton, has been arrested on the charge of having threatened to take the life of J. W. Scofield, secretary of the wholesale drug firm of Fuller & Fuller. Holm over a year ago poured a large quantity of costly wines and liquors into the street, having become convinced that there was little difference between conducting a saloon and selling liquor over a prescription counter. At this time Holm was heavily in debt to Fuller & Fuller, and when the officials of that firm noted his action they decided it was time to look into the matter. The result was that the business was turned over to the firm to settle with Holm's creditors as best they could, with the understanding that his equity in the store, amounting to about \$1,400, should be protected. When the matter was finally closed the Fuller & Fuller company decided to extend further credit to Holm, and when other wholesale and jobbing houses took the same position the druggist accused Scofield of being responsible for the loss of his credit. Then it was that Holm is alleged to have threatened the life of the secretary of the company.

An Infant Prodigy.

Belvidere, Ill., boasts of a prodigy in the person of Lawrence Church, son of C. M. Church, a druggist. He is only 4 years old and has been able to read since he was 2½ years of age. At that age he could read every piece in the gospel hymns or find any selection asked him, although the parents did not realize that the boy was really reading. He can pick up a newspaper and read as well as any grown person, pronouncing all the difficult words. He can spell nearly every word in the spelling book, such words as crocodile, rheumatism and encyclopaedia seeming easy for the wonderful child. Before the child could talk he could tell any letter in the alphabet by means of blocks. His parents never taught him the alphabet. He picked out the letters without a word of instruction.

Gone but Not Forgotten.

Residents in the vicinity of Wisconsin street and Cleveland avenue are wondering what became of Carl Becker, a druggist at that corner, and his family. A week ago they vanished and the drug store was left in charge of a clerk, who was as much mystified over the affair as anyone else. Becker, with his wife and child, are said to be en route for Copenhagen, Denmark. The store was heavily

mortgaged to Fuller & Fuller, the wholesale druggists, and after leaving he wrote a letter to that concern notifying them that he was on his way to the old country and that he would return no more. L. Wickert, representing the wholesale concern, is now in charge of the store and will conduct the business until a settlement is effected. It is said numerous other creditors have been searching for the missing druggist.

CHICAGO NEWS.

C. P. Van Schaack is in Wisconsin on a fishing trip.

George Campbell, of T. C. Campbell & Co., Pullman, Ill., is making a trip of the lakes.

W. Schmitz has succeeded to the business of the Mackenzie pharmacy at 430 Thirty-fifth street.

H. Jacobowsky and P. F. Fitzgerald, of Morrisson & Plummer, go next week for their vacations.

T. V. Vilim, 1630 West Twenty-second street, has returned from a two weeks' vacation spent in Wisconsin.

George R. Baker, of the Ashland Block and McCoy Hotel pharmacies, is making a trip up the lakes this week.

F. C. Card, 3455 Cottage Grove avenue, has succeeded to the business of A. C. Musselwhite at that number.

Mr. Church, of Church & Herring, St. Joseph, Mich., was in Chicago last week looking for a soda water dispenser.

F. W. Armstrong, of Van Schaacks, has been at home a great deal the last few weeks owing to sickness in his family.

On the hearing of a supplemental bill filed in the suit of Louis and Saul Kaminsky against the Dr. A. P. Sawyer Medicine Co., manufacturers and dealers in proprietary medicines, Judge Tut-hill has appointed Charles L. Boyd receiver.

The Secretary of State of Illinois has issued papers of incorporation to the Hutchison Drug Co., of Chicago, with an authorized capital of \$7,000, to deal in drugs and druggists' sundries. The incorporators are: Thomas W. Wrixon, Oscar L. Anderson, Henry P. Heald.

Northwestern College Commencement.

The commencement exercises of Northwestern University were held at the Chicago Auditorium, Thursday evening, June 15. The commencement address was delivered by the Rev. James Monroe Buckley, D.D., LL.D., of New York City. The degree of pharmaceutical chemist was conferred upon six and the degree of graduate in pharmacy upon seventy-nine candidates. The degree of doctor of pharmacy was conferred, honoris causa, upon Professor Joseph P. Remington, dean of the Philadelphia College of Pharmacy.

Honorable mention was awarded to Messrs. Easley, Gregg, Marquette, Wold and G. I. Wright of the graduating class of the School of Pharmacy, and the Gilpin, Langdon & Company prize was awarded to Will George Marquette.

The graduates of the School of Pharmacy are as follows:

Pharmaceutical Chemists—Louis E. Bangert, Roy T. Eaton, Adolph C. Koch, Claire F. McLean, Will G. Merrill, Jacob G. Schick.

Graduates in Pharmacy—Harry W. Allen, Louis G. Baker, Fred O. Beck, Harry Blu, George W. Bollenbach, William L. Bourns, Frank Brennan, Albert Burger, William F. Busse, Bert W. Cohn, Orrie O. Colaw, Charles N. Cortright, William A. Daniel, Hiram E. Dietrick, Maud Newell, Anson C. Dewey, Herman Diehl, Lucy F. Doggett, Harry A. Dorr, Joseph F. Dulaney, John R. Easley, Fred H. Elsner, Charlie M. Fallon, Samuel H. Fetherston, Ruth E. Flanders, Joseph S. Frank, Roy R. Griffen, William W. Goff, Paul Grace, Claire M. Green, Thomas D. Gregg, Frederick S. Grotjan, Miner F. Harwood, William D. Hawley, Bert O. Heath, Carl L. Hebsacker, George H. Helm, Charles H. Hennig, Robert P. Hoffman, Frank P. Hofmann, Judson

W. Hoover, Anton J. Jehlik, Bert Jewell, William Johnson, Harry W. Julian, Frank J. Klosowski, William J. Knick, Frank D. Kriebs, John R. Lambrecht, John J. Lamm, Albert F. Le Saulnier, August C. Loesing, John E. Lutz, Will G. Marquette, Sanford A. Martin, Ernest H. McComb, Clell J. McLaughlin, Louis F. Meehan, Edouard G. Meyer, Walter P. Meyer, Carroll M. Miller, Dana W. Mott, Fred W. Muesse, Paul S. Norton, Carl V. Nymap, Daniel J. O'Leary, Everett J. Pease, William C. Phillips, Walter H. Reed, Joseph T. U. Renaud, James J. Selby, Peter L. Serr, Sadie Shaffer, Fred A. Solomon, David E. Stewart, Sidney B. Street, Nicholas A. Talty, Harold T. Weaver, George B. Wilson, Walter E. Wold, George I. Wright, Walter W. Wright, John A. Zillig, Jr., Herman Zinn.

MISSOURI.

St. Louis, August 5.

W. B. Kerns to Succeed Mr. Sennewald.

Governor L. V. Stevens has appointed Wm. B. Kerns, of Bunce-ton, Mo., as a member of the State Board of Pharmacy to fill the vacancy caused by the death of F. W. Sennewald, of St. Louis. The appointment was made on Friday, August 4. Mr. Kerns is one of the oldest and most prominent pharmacists in the central part of the State. He has long been a prominent member of the Missouri Pharmaceutical Association, and it is safe to say the appointment will meet with the hearty approval of the pharmacists throughout the State.

The St. Louis Apothecaries' Association had just held a meeting and endorsed E. A. Sennewald and Chas. Gietner as candidates for appointment on the Board, but they now express themselves as well pleased with the Governor's selection.

ST. LOUIS JOTTINGS.

The St. Louis Drug Clerks' Society will give an evening excursion on August 10.

The Harlan Drug Co., of East St. Louis, has been purchased by Dr. Wm. Grebe, of Freeberg, Ill.

H. Stalle, cashier for the J. S. Merrell Drug Co., is spending a two weeks' vacation in Michigan.

Philip Kaut, the druggist at Eighteenth and Lafayette avenue, has given up his substation post office.

The firm of Noll & Christman have purchased the F. M. Mabry drug store at Minerva and Academy avenues.

The Alumni Association of the St. Louis College of Pharmacy will give an evening boat excursion on August 26.

Chas. Hahn, proprietor of three drug stores in this city, has a new son and heir in his household who came on July 30.

A. H. Wittman, for some time chief clerk for Philip Kaut, now has charge of the Bendel pharmacy, at Menard and Barton streets.

Prof. Francis Hemm, who formerly owned a drug store on South Broadway, expects to again enter the drug business in the near future.

Burglars entered Chas. A. Schrier's drug store at Taylor and Easton avenues on the night of July 25 and cracked the safe, securing about \$75.

Chas. Winter, who for many years has had charge of the shipping department for the Merrell Drug Co., has just returned from a trip to Europe.

Harry Goldman, for some time past in charge of the laboratory for the J. S. Merrell Drug Co., is starting a store of his own at Eleventh and Carr streets.

The Allen-Warren Drug & Surgical Supply Co. store at 716 Olive street, has been bid in by the Meyer Bros. Drug Co., who are now looking for a purchaser.

E. J. Schall, in charge of the patent medicine department of the Meyer Bros. Drug Co., has left for a two weeks' vacation which he will spend in the East.

The excursion given by the employes of the Meyer Bros. Drug Co. on the afternoon and evening of July 22 was well attended and much enjoyed by all present.

Frank Reber, the well-known Carondelet druggist, is receiving congratulations over the arrival of a new son in his family. The youngster arrived on the morning of July 30.

A. J. Kidd, for some time manager of the Star Drug Co., at Broadway and Market street, has embarked in business for himself with a new store at Taylor avenue and Morgan street.

Wm. C. Bolm is arranging to open a new drug store in his building at Park avenue and Dolman street. He was in business at this corner for several years, but the cyclone destroyed his stand.

The outing at Creve Coeur Lake, given by the Alumni Association of the St. Louis College of Pharmacy, on Saturday, July 29, was well attended and everybody reports a very enjoyable time.

Geo. Hausgen, proprietor of the Rose Hill pharmacy, at 5901 Maple avenue, has a very young daughter in his household, of which he is very proud, and who put in an appearance on the morning of July 30.

R. S. Vitt, proprietor of the handsome drug store at 3860 South Broadway, was presented with a son and heir on the morning of July 30. Mr. Vitt was recently elected vice-president of the South Broadway Merchants' Association.

Burglars broke into Lehmann's pharmacy at Jefferson and Washington avenues on the night of July 23, and carried away about thirty boxes of cigars. The property was recovered a few hours later, but the thieves are still at large.

The St. Louis Apothecaries' Association will hold a meeting in a few days to nominate two members from which they hope the Governor will select one to fill the vacancy on the Board of Pharmacy caused by the death of F. W. Sennewald.

National Confectioners' Association.

The fifth annual convention of the National Jobbing Confectioners' Association was held in Buffalo August 2-4, President Alfred H. Burt, of Buffalo, in the chair, with attendance from eleven city associations. The tone of the convention was fraternity and mutual assistance, with emphatically no combination looking like a trust, though it was confessed that something must be done to hold up prices if any real profit is made out of the business. This was the tone of the president's address and of the letters received. Much of the time of the convention was taken up in sessions of the Executive Committee, which had numerous complaints to hear, the proceedings of which were not made public.

The following officers were elected: President, George J. Falter, Baltimore; first vice-president, J. E. Farber, Milwaukee; second vice-president, J. E. Dillon, St. Louis; secretary, Edward Messer, Pittsburg; treasurer, John Muller, Cincinnati; sergeant-at-arms, William Smith, Detroit; Executive Committee (one from each local association), W. A. Hogg, Baltimore; William J. Schumacher, Buffalo; Leo Stern, Cincinnati; R. F. McKenzie, Cleveland; Val R. Evans, Detroit; E. E. Hartman, Indianapolis; William Berge- raug, Milwaukee; M. Hagen, Pittsburg; O. P. Dwyer, Richmond; J. C. Goodyear, St. Louis; Mr. Densmore, Utica; William Stohman, Washington.

The next meeting of the Association will be in Baltimore next August.

Xeroform in Military Surgery.

Dr. Emilio P. Noguera, surgeon-in-chief of the Spanish army sanitary corps, has reported in a Madrid medical journal (Rev. Med. y Cirurg. Prat.) the most favorable results from the use of xeroform, both alone as a dry dressing and following irrigation with bichloride solution during the war in Cuba.

HAPS AND MISHAPS TO NORTH-WESTERN DRUGGISTS.

Druggists of Marengo, Ia., close at 9 p. m.

C. F. Atwood's drug store in Staples, Minn., was burned out.

Fonda, Ia., druggists will close at 1 p. m. Sundays hereafter.

F. G. Stickels, of Mellette, S. D., will erect a building for a drug store.

Mueller & Dangel's drug store in Reedsburg, Wis., was burned out recently.

Rewalt & King will move their drug store to new quarters in Fulda, Minn.

Culverson & Harper have put in an elegant soda fountain at Greenfield, Ia.

F. Hiedgerken's drug store building in Browerville, Minn., has been enlarged.

R. J. Lindberg, of Ashby, Minn., will remodel a building into a store building.

P. J. Hoff will erect a new building for his drug store in Sheldon, N. Dak.

Dr. Clark has moved his stock of drugs into new quarters at Gilbert Station, Ia.

Olaf Skauge has moved his drug store in Sauk Center, Minn., into his new building.

The Holbrook drug store in Manson, Ia., has been enlarged and fixed up generally.

Harry Hinds is erecting a brick building in Shakopee, Minn., for a drug store.

The Morrow Drug Co., of Blanchard, Ia., has made interior improvements to its store.

O. G. Carr, a druggist of Unionville, Ia., was married recently to Mrs. May Bell Carr.

A new building is to be erected in Redfield, Ia., to be occupied by J. C. Forsyth's drug store.

J. B. Perkins, of Sauk Center, Minn., has moved his drug store from Main street to Oak street.

The Fiddler Drug Co., of Eagle Grove, Ia., has secured quarters into which it will move Sept. 1.

The Swift drug stock, at West Grove, Ia., was one-half wrecked by a recent storm through that section.

A new building will be erected at Duluth, Minn., for the wholesale house of the Sagar Drug Co.

The Boston drug store of Barron, Wis., will occupy quarters in the new Kohl block when completed.

John B. Perkins, of Sauk Center, Minn., will erect a new brick building on the site of his drug store.

The State Board of Pharmacy, in session at Deadwood, S. D., recently passed a class of five young men.

Atwood's pharmacy, in Staples, Minn., will find new quarters in the new Smith block, in course of erection.

The drug clerks of Centerville, Ia., want to get in line with the rest of the mercantile world there and close earlier.

W. A. Hare, of Red Wing, Minn., has moved his store into new quarters which have just been fitted up for him.

Lewis O. Hieber, a druggist of Cedar Falls, Ia., was married in Panora, Ia., recently to Miss Cora Estella Long.

W. D. Harlan, a popular druggist of Macedonia, Ia., was married recently to Miss Susie Bell Hitchcock, of Omaha.

John Fickes, a druggist, of Jolley, Ia., died recently of a complication of diseases. He leaves a widow and five children.

Ralph E. Hughes, of Laurens, Ia., a pharmacist, was recently married to Miss Susannah Kibble, of Sioux Rapids, Ia.

E. Sparling, a pharmacist of Maxwell, Ia., was thrown from his bicycle and rendered unconscious for several minutes.

Forty-two applicants took the May examination for registration as pharmacists before the Iowa board, but only ten passed.

Herman Kluetz, of King & Kluetz, druggists at Wausau, Wis., was married recently at Horicon, Wis., to Miss Marie Bowe.

The Hanson Drug Co., Minneapolis, was fined \$50 for permitting the sale of medicines and poisons by an unregistered clerk.

A hanging lamp in the Slade drug store at Winona, Minn., started a fire in the show window, but quickly burned itself out.

Wm. Rhinehard, of Rhinehard & Co., druggists, of Colfax, Wis., fell from a log he was riding in the river and was drowned.

Creston, Ia., druggists are signing an agreement to close at 8.30 p. m. Drug stores may be open Sundays from 8 to 10 and 4 to 6.

Balzer, the druggist, of Mountain Lake, Minn., has fitted his store up with new fixtures and remodeled the interior of the building.

A case against John Tunfers, a druggist of Sioux Falls, S. D., for violating the liquor law, was dismissed owing to a faulty complaint.

Officers of the Retail Druggists' Association of Des Moines, Ia., announce that the story that a cut-rate drug store will be started there is false.

The druggists of Pleasantville, Ia., have been indulging in a war on prices of patent medicines. Productions listed at \$1 have been selling for 70 cents.

Jas. E. Lobdell, a wholesale druggist in St. Paul, has filed schedules in bankruptcy. He shows \$6,656.84 in liabilities, and assets of \$7,479.70, of which \$5,200 is in real estate.

The Supreme Court of Iowa has handed down a decision that the buyer's signed statement that he has medicinal use for liquor does not protect the druggist who sells on such statement.

The Alumni Association of the College of Pharmacy of the University of Minnesota held its fourth annual meeting in Minneapolis, May 31, and elected officers. A banquet was held in the evening.

The suit for damages against Pinckney, the druggist, in Forest City, Ia., resulted in a verdict in his favor. Damages were claimed for selling liquor to a man who got drunk and froze his feet.

Tobin, the druggist, of Winterset, Ia., was before the insanity commissioners to be examined as to his insanity. The commissioners let him go for a while, believing he would recover with improved health.

A. W. Hanson, proprietor of the Palace Drug Store, at Northwood, Ia., has failed, with liabilities of \$6,000 and assets of \$3,000. His was the third drug store in town, which was not large enough to support that number.

The drug store of Charles R. Kirk & Co., of Chariton, Ia., was robbed of some small change from the cash drawer, but \$15 in silver was overlooked. Entrance was obtained by taking a piece of paper and smearing it with axle grease to deaden the sound, sticking it to the glass window in the rear and breaking a small hole in the glass to get at the spring lock.

Mrs. J. D. Torrence, wife of a prominent druggist of Kamrar, Ia., created a sensation by thoroughly horsewhipping Miss Estella Farr, a school teacher. The alleged provocation is that Mrs. Torrence went to the store to assist her husband to clean up and put on an apron. As Miss Farr passed the door she remarked audibly: "Humph, another scrub woman in town."

Among the losers in the tornado which wrecked New Richmond, Wis., recently were the following druggists, with their losses: E. O. Kay & Co., \$7,000; B. E. Albridge, \$5,000. Neither will receive any insurance, as fire insurance does not cover loss by tornado. It is reported that the insurance companies may be generous enough to pay a proportion of the losses as a gift.

The druggists of Hardin County, Ia., at a recent meeting expressed their desire to have the liquor business eliminated from their business. They say they have no desire to be classed in the same category with a saloon-keeper. They will urge the State Association to take action to secure legislation which shall either take the liquor feature from their business or give them an added protection.

The action of the St. Paul retail druggists, which will in all probability be followed by the Minneapolis druggists, in refusing to sell Cuticura goods after their present stock is exhausted is one of practical importance to the retail trade. The retailers think that the manufacturers of these goods do not give the retailer a fair profit and feel that they have been at enmity with the trade for a long time. It is understood such action has been taken elsewhere and is likely to become general unless the manufacturers adopt a different tone to the trade.

The differences between Younker Bros. and Webb Souers, the druggist, in Des Moines, Ia., have been settled. Younker Bros. wanted the Souers corner for their new building, and Souers did not want to give up until he had to, his lease being good for a year or more. Then Younker Bros. proposed to put in a drug stock that would make Mr. Souers very weary of doing business. But the warring elements have got together. Mr. Souers has yielded his lease and accepted a rental of a temporary location from Younker Bros., and peace again reigns.

D. R. Noyes, of the leading wholesale drug house of the Northwest, Noyes Bros. & Cutler, St. Paul, reports business very good, better than ever before at this season, and collections are really very remarkable. The house has never before known them so good at any season. The condition of the company is excellent, and the crop prospects were never better. Noyes Bros. & Cutler get private advices daily which confirm this statement. The promoter of the drug jobbing trust is still active and continues his almost daily advices to jobbers. As a matter of fact, the trust project for the present is practically dead. Although there are few important changes in price, there are marked tendencies to advance, which will be more manifest later in the season.

INS AND OUTS IN NORTHWESTERN TRADE.

A new drug store is reported for Reasnor, Ia.

C. I. Bard has opened a drug store at Symco, Wis.

The Evans Pharmacy has opened at Keystone, S. Dak.

Tobin & Co. succeed J. H. Hammond, in Eldora, Ia.

Olaus Olson proposes to start a drug store in Badger, Ia.

A. Korizek has opened a drug store in Cloquet, Minn.

H. E. Blanchard has opened a drug store in Wapello, Ia.

A. F. Bobb & Son succeed C. C. Pease at Oregon, Wis.

W. M. Fairley has opened a drug business in Cloquet, Minn.

Sudmeier, Stahl & Co. succeed A. J. Berryman at Bancroft, Ia.

A. C. Evanson has opened a drug store in Houston, Minn.

Charles Fowler has opened a drug store at Iroquois, S. Dak.

Mr. Bauffman has opened a drug business at South English, Ia.

Kjossness & Slid have opened for business at South Shore, S. Dak.

Somerville & Hunt succeed Somerville & Nelson in Sisseton, S. D.

S. S. Elliott is succeeded by Elliott & Harvey at Missouri Valley, Ia.

Charles P. Kenyon will open a retail drug store in Des Moines, Ia.

Mr. Jacot has bought out Kiofanda, the druggist, at Eau Claire, Wis.

J. P. Sanderson & Co. have opened a drug business in Ravanna, Mo.

John Anderson & Co. have opened for business in Grafton, N. Dak.

Sheridan, Walters & Anderson succeed E. C. Anderson in Bancroft, Ia.

Erb & Co. of Hermosa, S. Dak., have been succeeded by Erb & Avant.

L. H. Severin will fit up a building for a drug store at Cedar Falls, Ia.

Goodenow, Winter & Eenkema will open a drug stock in Clara City, Minn.

Amos Abbott has sold his drug store at Rush Lake, N. D., to Schwartz & Co.

Chas. Falkenhainer has opened a pharmacy at 700 Julien avenue, Dubuque, Ia.

H. B. Newell, of Canton, Minn., has opened a drug store in Peterson, Minn.

Moment & Brink succeed E. T. Moment in the drug business at Walker, Ia.

Kinyon & Hess will open a retail store in Des Moines, Ia., about August 15.

H. A. Fosselman has been succeeded in Whitehall, Mont., by Negley & Rutland.

Jos. Greulich expects to open a stock of drugs in Appleton, Wis., about August 1.

C. B. Collins has sold his drug business at Pierpont, S. D., to Knute Severson.

A. L. Dalrymple, a veteran druggist of Monroe, Ia., has sold out to F. L. Lane.

Sodergren & Co. have sold the City Drug Store at Hibbing, Minn., to J. J. Cox.

Kjosness & Slind have bought out the South Shore Drug Co., of South Shore, S. D.

C. J. Engelson succeeds to the business of Engelson & Maughlin, in Dell Rapids, S. Dak.

Chas. H. Clark and Edward C. Murphy will engage in the drug business in St. Peter, Minn.

E. M. Trenkley has sold his stock of drugs at Kinbrae, Minn., to Geo. F. Rose, of Marshall, Minn.

C. W. Burge will engage in the drug business in Hopkins, Mo., in partnership with Dr. V. R. King.

Dr. Charles Henry, of Los Angeles, Cal., has arranged to open a stock of drugs in Corn- ing, Ia.

Gould & Clay, of Sheldon, Ia., have dissolved partnership, Mr. Gould succeeding to the drug business.

J. M. McChintock has sold his drug store building and stock in Adair, Ia., to the Powell Drug Co.

Yngvard Laws, of Minneapolis, has bought the Le Rue & Johnson stock of drugs in Appleton, Minn.

C. W. Jackson, of the Corbett Drug Co., Plymouth, Wis., has sold his interest to Alvin Ackermann.

J. R. Steelsmith has bought an interest in a drug stock at Eighth and Walnut streets, Des Moines, Ia.

B. F. Keltz and M. A. Little have succeeded to the business of W. G. Bale & Co., of Webster City, Ia.

R. F. Terpenning, of Kimball, S. Dak., has gone to Pukwana, S. Dak., and engaged in the drug business.

W. E. Swift, of West Grove, Ia., has bought the drug store of E. G. Wentworth, at South Centerville, Ia.

George Mahnke, of Des Moines, Ia., has bought a pharmacy at Boscobel, Wis., and removed to that place.

Smith & Huntley have sold the Opera House drug store in Austin, Minn., to John Molloy, of Hankinson, N. Dak.

G. H. Haywood has opened a large drug store in the town of Campbell, Minn., which has lately taken a lively spurt.

George A. Williams, recently burned out at Aurora, S. Dak., proposes to open for business at Brookings, S. Dak.

Henry C. Stearns, of Janesville, Wis., has bought a drug business at Shullsburg, Wis., and has taken possession.

Barney Katsky has bought the drug stock and fixtures of A. L. Ritter, at Staples, Minn., and will take possession Sept. 1.

A. M. Morm has sold his drug stock in Badger, Ia., to O. F. Olson, who will run the Badger store and the one at Holmes.

Vigo Lieberg has retired from the drug firm of Lieberg, Holmes & Calhoun, at Billings, Mont., and Holmes & Calhoun succeed.

The Parchen-d'Auchel Drug Co., of Butte, Mont., has been sold to Marco Medin and James Finlen. The Finlen-Medin Co. succeeds.

F. W. & George W. Woelz, of Chicago, have bought the Haentze pharmacy in Appleton, Wis., and will continue as F. W. Woelz & Bro.

Chicago parties have opened the "Burlington Pharmacy" in Burlington, Wis., under the management of H. H. Parmelee, of Rockford, Ill.

Dr. Hoffmeir has closed up his drug business at Trade Lake, Wis., and will take a few weeks' rest. After a vacation he will practice medicine.

W. D. Harlan has sold his drug business in Macedonia, Ia., to W. J. Dabney, of Oakland, and will try the climate of Washington for his health.

O. R. Briggs has sold out his drug business in Montello, Wis., and has removed to Alma, Wis., where he has bought the stock of O. A. Unseth.

Druggist Fickes, of Jolley, Ia., has bought the drug stock of Dr. Thompson, who will hereafter devote his entire attention to the practice of his profession.

John F. Anderson and E. N. Swiggum have formed a partnership and will engage in the drug business at Grafton, N. D. They will open for business July 1.

George Atkinson has bought the interest of his partner, Mr. McElwain, in the firm of Atkinson & McElwain, in Creston, Ia., and will henceforth continue it alone.

Frank Lathrop has bought the John Foos stock of drugs in Fessenden, N. D., and will remove it to the new town of Bowden, N. D., and put in a full stock.

The F. P. McKay Drug Co. has been incorporated in Des Moines, Ia., with \$10,000 capital stock. The company will succeed to the business of F. P. McKay & Co.

F. A. Mayo, of Staples, Minn., has bought the drug stock of the late F. C. Hamen, in West Superior, Wis., and shipped it to Bemidji, Minn., where he has opened for business.

A Model Journal.

Replying to your favor of June 27, in which you inform me that I was adjudged worthy of the prize in the advertisement contest, I beg to say that your model journal has done as much as anything to make it possible for me to win this prize. There is certainly no other drug journal in which this very important subject—advertising—is handled in such a practical and thoroughly enjoyable way. May your journal ever prosper.

C. G. HUNTLEY.

Oregon City, Ore.

Premature, at Least.

A resolution presented at the recent meeting of the New York Pharmaceutical Association favoring the requirement of a college diploma as a condition of eligibility to a board examination was vigor-

ously discussed and, though defeated, the margin was small. Until the colleges of pharmacy shall prescribe a course which shall guarantee a higher standing before the boards of pharmacy than their graduates are wont to exhibit the proposition will be generally regarded as at least premature.—"Western Druggist."

OBITUARY.

JOHN B. RUSSELL.

We chronicle with regret the death of John B. Russell, which occurred on the 6th inst. Mr. Russell was well and favorably known as a manufacturing chemist, having been connected originally with the laboratory of Parke, Davis & Co., of Detroit, and afterwards with A. J. White, New York, in which latter connection he produced for his chief a product known as "Paskola." This product eventually got into trouble with the Ohio authorities, and so much feeling was stirred up about it all over the country that it was withdrawn from the market. Mr. Russell was thirty-two years of age at the time of his death.

F. W. SENNEWALD.

F. W. Sennewald died at his home, 802 Hickory street, St. Louis, on Wednesday, July 19. In his death the profession of pharmacy loses one of its most talented, honorable and industrious members. He was born in Germany 67 years ago and came to St. Louis at the age of ten. He was practically raised up in the drug business and was proprietor and owner of a drug store for over forty years. He was a member of all the local, State and national pharmaceutical associations, and had been a hard working officer in many of them. For the last nine years he was secretary of the Missouri Board of Pharmacy and devoted all his energies to those duties, and to him is largely due the high standing of the profession in this State at present. He leaves two sons who have for some time past conducted the business, and he leaves a host of friends who keenly feel the loss of so worthy a citizen.

HENRY SMITH.

Henry Smith, a prominent citizen of Dedham, Mass., and a druggist, died at his home July 22, of heart failure. The deceased was born in Greenlodge, January 21, 1822. He was educated in the public schools of his native town, and in early life learned the trade of millwright and machinist. Later he engaged in the drug business, which occupation he followed for about forty years. His store, which was located on High street, is one of Dedham's landmarks. Mr. Smith was the senior druggist of the town. He was well known in town affairs, having taken an active part politically, and in the building up of the place. He was an authority on historical matters and was often referred to by those who desired information as to the early development of the town. He had a fondness for this pursuit, and retained all of his faculties unimpaired until the last. He had served his town upon boards of selectmen, assessors and overseers of the poor, and had served as chairman in these different organizations. One son survives him. The funeral was held on the 25th. It was largely attended and there were many floral offerings from his fellow townsmen. The interment was in Brookdale cemetery.

ISAAC T. CAMPBELL.

Isaac T. Campbell, Boston's oldest druggist, died at his home in that city on June 17. His death was caused by old age, a general breaking down and an epileptic fit. While at his store on the preceding Wednesday he suddenly lapsed into unconsciousness. He was removed to his home, but the medical efforts were unavailing, as he never regained consciousness. Dr. Campbell had been in business at 239 West Broadway, South Boston, since 1850. He always made a specialty of imported drugs in addition to his regular business. He founded his business in 1845 and was located at that time on Broadway, near Dorchester avenue. Deceased was born in Francistown, N. H., in 1825. President Lincoln appointed him drug examiner of the port of Boston and Charlestown in 1861, and he continued in this capacity until 1861. He had an extensive business and political acquaintance, and was elected to the Legislature in 1856. For 25 years he had been a member of the overseers of the poor of this city, and was the oldest member of the board. He was at one time a trustee of the M. C. P.



Our Portrait Gallery

[Contributions for this column are invited. For available articles dealing with the news of traveling salesmen payment will be made.]



ARTHUR E. ALLBRIGHT,

Rochester Representative of the Theo. Ricksecker Co.

It affords us pleasure to present with this number a cut of one of the enterprising and successful salesmen of Rochester, N. Y. Arthur E. Allbright has been a resident of Rochester for more than a decade, coming to this country from London, Eng., where he represented one of the leading houses. He now travels for the Theo. Ricksecker Co., the well-known perfumers of New York. Their appreciation of his services is indicated by a beautiful gold watch, a gift to him by the firm last Christmas, and by other tokens of favor which he has received. As a salesman, Mr. Allbright is courteous, alert and withal cautious and candid. Evidences of his hold on the trade are seen by the goods displayed in all the leading establishments.

Commercial Travelers in Russia.

The English Board of Trade have received through the Foreign Office a copy of a despatch from the British ambassador at St. Petersburg, forwarding a memorandum respecting a law which came into operation on January 1st (13th) last, on the subject of the licenses required by all commercial travelers pursuing their vocation in Russia. This law (which supersedes the temporary regulations previously in force) requires commercial travelers, both native and foreign, to provide themselves with a license at the cost of 50 roubles (about £5 5s. 6d.), and to obtain, at a further cost of 500 roubles (£53 4s.), a trading license for the firm or company which they represent. To enable British commercial travelers to take out this latter license they must produce a power of attorney or letter of authority from their employers, and must also possess a "certificate of license to trade," issued by a British Chamber of Commerce.

These licenses, which are issued for a period of one year from January 1st, and are renewable during November and December, are to be procured on entering Russia from the nearest local treasury, town council, municipal body, or collector of taxes, and commercial travelers found pursuing their vocation without having provided themselves with the requisite licenses will be liable to a fine of treble the amount payable thereon, or 1,650 roubles (about £175). Commercial travelers of the Jewish persuasion can only obtain these licenses and engage in business in Russia by special sanction of the Ministers of the Interior, Finance, and Foreign Affairs, and this sanction is procurable only on behalf of firms who carry on "wholesale dealings in goods, industrial, and commercial enterprises and mining operations of the first class, or retail commercial and trading pursuits of the first three classes, with established warehouses."

Half a Million Drummers.

It is estimated that there are at least 450,000 men to-day engaged in traveling on the road regularly, and to that number it would be safe to add at least 50,000 more who are not regular travelers, but who make occasional trips—members of the firm, etc.

Caught on the Fly.

C. H. Alker, who represents Magnus & Lauer in the States of New York and Pennsylvania, has returned to New York from a successful tour of the State.

BOSTON. M. L. H. Leavitt, Ph.G., for many years secretary of the Massachusetts Pharmaceutical Association, and for a long time connected with the Massachusetts College of Pharmacy, has accepted a position with Armour & Co. Mr. Leavitt was president of the college last year and is at present on the board of trustees. He is no novice at road work and will no doubt give an excellent account of himself in his present capacity.

Rudolph Wirth has been the rounds again. Of course, it was in the interest of E. Fougere & Co., of New York.

F. M. Decker, who represents John Wyeth & Bro., of Philadelphia, so efficiently, has a permanent residence out in Allston and makes this city his headquarters. Being in the midst of his trade he calls on his customers here nearly every week.

G. C. Olive, formerly apothecary at the Massachusetts General Hospital, accepted a position with Mallinckrodt, of St. Louis, last May, and has since been traveling around New England for that firm under the able tutelage of A. C. Robertson, Mallinckrodt's head salesman in this section. Mr. Olive is enthusiastic over his new occupation.

It will be gratifying to the friends of H. Phelps Whitmarsh, formerly New England representative for Dodge & Olcott, and who recently abandoned volatile oils for literature, to know of his safe return from Cuba. Mr. Whitmarsh, in accordance with previous plans, tramped the 758 miles from Santiago to Havana and found it a most instructive and interesting trip. While making this journey he was compelled to sleep in the woods, in a hammock, and in the native huts. He was obliged to drink everything in the shape of water that was liquid and lived mainly on hard tack, Spanish sausage, parrots and botmatos (a kind of sweet potato). Yet despite it all he never had an ill moment. Mr. Whitmarsh uses very vigorous language in describing the people whom he met and considers them a poor lot, and in his opinion totally unfit to govern themselves. This intrepid traveler is looking for "new worlds to conquer" and sets off immediately for the Philippines, whence he will send a series of letters to the "Outlook." He hopes to find out what we have got there, sailing August 7.

A. C. Robertson, who represents Mallinckrodt in this vicinity, together with G. C. Olive of that house, recently returned from a long trip in Maine. They canvassed that State thoroughly and with most satisfactory returns. Mr. Robertson is now looking forward to some rest from his labors and will soon leave for his vacation.

BUFFALO. It is vacation season, and the men of the road are not so plenty as they will be in another month. Still there are always some at work and Buffalo is not left out of the list. Fred Hinkston, who travels for the general wholesale drug house of Lehn & Fink, of New York, has just paid us a visit. He lives in Rochester and stops off about a week on his visits.

John W. Stanton brings us Roach Salt and does a good business. He has lately finished a session here. He was formerly with Plimpton, Cowan & Co. and Hubbard & Son, Buffalo.

Fred Estelle, who covers this territory for John Wyeth & Bro., Philadelphia, and is one of the old guard in the traveling drug fraternity, was here a few days ago.

J. D. Russell, who is the representative in this vicinity of the J. Elwood Lee Co., and is well and favorably known to the trade, has lately made the Buffalo round.

E. P. Reynolds, resident Buffalonian, who remained here as the representative of the Hubbard wholesale house in Syracuse when the branch was discontinued, spends the last of the week with us. He lately gave your correspondent some pointers on the trade.

Mr. Dayton, who is something of a free lance, as he travels on commission for F. H. Gerbert & Co., sundries; Charles Quenzer, bandages, and the Dean Plaster Co., lately finished a tour of the city trade.

ROCHESTER.

A. Bateman, who called the first of the month, representing the Chicago firm of Bauer & Black, has just left town with a good list of orders. Although arriving in this city immediately after two or three men in the same line, he has had all of his usual success.

F. P. Hinkston, one of the most popular salesmen who visit Rochester, has completed his regular call here for the firm of Lehn & Fink.

Chas. H. Sutherland has been in town with a full line of samples of the B. F. Goodrich Co.

A. V. Hennicke is back from his long Western trip, in the interest of McKesson & Robbins, which began last January. Mr. McMillan has also been representing the same firm here recently.

J. W. Van Praag arrived loaded down with a long list of druggists' sundries for the Ideal Rubber Co., and departed with a kindly feeling toward druggists in general.

J. W. Hamilton is a very agreeable man to meet in a business way, with a remarkable faculty for getting on with the druggists. His last visit was a very profitable one.

"Chet" Johnson is still hustling for the old firm of Waker & Gibson.

Other men who are expected here within the next few days are D. M. Woodward for Henry Thayer & Co., and C. M. Badgley, who travels for the firm of Chas. Pfizer & Co.

John F. Degan, dealer in bale sponges, has paid his first visit this year to the Flower City. Mr. Degan annually makes two trips across the entire country, securing good trade from shore to shore.

F. H. Estelle, whose conquests for John Wyeth & Bro. are well known, has just left town for new fields of labor.

Geo. B. McLeod has come and gone in the interests of the Empire State Drug Co.

Frank A. Weed and family have gone to Stamford, Conn., for a few weeks' vacation.

H. J. Du Bois, representing the Roessler & Hasslacher Chemical Co., of New York, has been using his powers of persuasion upon the druggists here with marked effect.

Wm. M. Parsona has just finished a special trip to this city, calling upon the perfumers with Heine essential oils. Mr. Parsona bestows the highest praise on the ability of Rochester perfumers.

R. E. Service is always a welcome caller on Rochester trade and usually secures good orders for John M. Maris & Co. His last visit was no exception to the rule.

R. E. Cammack has completed his canvass of local trade with results that must be very satisfactory to Meyer & Lange.

W. H. Gallenkamp, representative for David E. Green & Co., is another who has been very successful in winning over the cold hearts of the pharmacists.

John J. Benson, representing the Crystal Soap Co., came to town and brought an alluring list of samples, showing the fine class of goods manufactured by the Milwaukee firm.

Dr. Fred P. Burdick, with the Keasby & Mattison Co., has finished his call here. His next move will be towards Albany, where he expects to take in the meeting of the N. Y. S. P. Association.

Charles H. Alker was here this week in the interest of Magnus & Lauer.

C. L. Gleeson, traveling for Parke, Davis & Co., is well known to the druggists that dwell beside the Genesee, and is sure to find a first-class trade waiting for him here.

PHILADELPHIA. Rudolph Wirth has been here and gone, to be absent from us for thirty days. He got a good send-off in the way of orders for Fougere & Co.

The agent of the Oil Seeds Pressing Co., of New York, called on the trade here a short time ago and reports good business.

M. P. Lent has just left us, taking with him a large number of orders for Beeman's gum.

Geo. M. Dorrance, of New York, is here looking after the sale of Allen's Corn Plasters.

Charles M. Edwards, of Gilpin, Langdon & Co., of Baltimore, has returned from his trip through Pennsylvania and is now working the druggists of northern Jersey.

Fred A. Fenno has just left here with a large batch of orders for Wallace & Co., of New York.

On July 13, Hance Brothers & White called some of their salesmen in and tendered them a series of entertainments in appreciation of their services in advancing the sales of their preparations. On the 14th they were given a banquet at Willow Grove, and on the 15th they were entertained at dinner at the residence of Mr. A. M. Hance at Chestnut Hill. Among the salesmen present were Messrs. Byers, Ambler, Ferguson, Nesbitt, Mitchell, Sykes, Lucas and Ellston.

CINCINNATI. R. E. Cressy was here recently in the interest of the Arlington Chemical Co., of New York.

Edward J. Hauck, a well-known hustler, was here recently in the interest of William Schimper & Co.

A recent commercial tourist who has lots of friends here was William North, representative of George R. Gibson.

Dr. John F. Haynes, the hustling representative of Schieffelin & Co., in New York and New Jersey, enjoyed his vacation here.

D. B. Martin, the clever Western representative of the Seamless Rubber Co., was here during the past week taking orders for his concern.

William H. Grover, the popular Ohio representative of the Grand Rapids Brush Co., died suddenly of heart failure at his home in Detroit on July 22. He was on his annual vacation at the time of his death.

J. B. Lee has been engaged by the Stein-Vogeler Co. to represent them in the South. He is a hustler and will succeed.

CHICAGO. J. H. Odbert, the western manager of Hance Bros. & White, has received from his father, W. B. Odbert, a prominent jeweler of Wheeling, W. Va., an interesting letter disclosing a romance regarding the West Point class ring of Gen. Fitzhugh Lee. The graduating class at the military school always purchase rings to wear as class emblems. When Gen. Lee left West Point in 1856 he took with him the ring for that year. It was engraved "Fitzhugh Lee, West Point, 1856." Some years ago Gen. Lee presented his son and namesake with the ring as a souvenir. The younger Lee removed the ring from his finger while washing in the public room of the Florentine Hotel, Huntington, W. Va. When he looked for it a few moments later it had disappeared and was never heard from till Mr. Odbert recently discovered it in an assortment of jewelry he had purchased in Wheeling. The history of the ring since its disappearance is of course unknown, but Mr. Odbert at once communicated with Gen. Lee at Havana and the correspondence led to the ring being shipped to him. As a family souvenir Mr. Odbert has sent to his son in Chicago the letter from Gen. Lee acknowledging the receipt of the long lost ring. The letter from Gen. Lee is as follows:

"Office of Major-General Commanding, Headquarters Seventh Army Corps and Department of the Province of Havana and of Rio

Pinar Del Rio, Camp Columbia, near Havana, Cuba, June 8, 1899.

"Mr. W. D. Odbert:

"My Dear Sir—I duly received to-day by express my West Point class ring. I write to express my thanks, as well as to say how highly I appreciate your actions in the matter, and I am very truly yours,

FITZHUUGH LEE."

There was a large meeting of Hance Bros. & White salesmen here prior to Mr. Odbert's departure for his summer vacation to confer with R. B. Smith, who came on from Philadelphia to discuss trade conditions and the outlook in their respective territories with them. Among those present were: R. B. Smith, J. H. Odbert, W. M. Schroeder, E. T. Tullidge, C. H. Moore, A. J. Seguin, E. C. Lilly, Bollstrom, C. F. Parnett, E. T. Tribbeck and F. W. Perry.

Frank Galbraith, the downtown salesman of Peter Van Schaack & Co., has taken a position with the Des Moines (Iowa) Drug Co.

Justin Keith, of the J. L. Hopkins Co., of New York City, visited the trade in Chicago last week.

ST. LOUIS. Virgil Dillon, for many years on the road for the Moffitt West Drug Co., and now holding a position in the house, has gone north with his family to spend a two months' vacation.

Frank L. E. Gauss, in charge of the local office for the Searle & Hereth Co., of Chicago, and a professional knight of the grip, is spending his vacation in the North.

J. A. Daiger has been working the retail trade of this place for the past three weeks in the interest of Bell's Pine Tar Honey. It is claimed at one of the wholesale houses that he has placed over six thousand advance orders for his company during the past few weeks.

J. A. Sherman, in charge of the sponge department for the Meyer Bros. Drug Co., and a professional traveler, is spending his vacation in the East.

Frank Henry, representing the Williams Mfg. Co., of Cleveland, has been in this territory for the past ten days looking out for fall orders. He seems well pleased with prospects.



P. E. DOWE,

President of the Commercial Travelers' National League.

Trusts and Travelers.

P. E. Dowe, of New York, president of the Commercial Travelers' National League, made a statement recently before the Industrial Commission at Washington, in which he estimated the number of traveling salesmen in the United States at 350,000. The formation of trusts and combinations, he said, was throwing a large number of these men out of employment. In giving specific instances, he said:

"The number of salesmen out of work because of the United States Rubber Company is 300,

and the salesmen retained have been reduced to a salary averaging, so I am informed, \$1,300 a year. The American Tin Plate Company cut off about 90 out of every 100 salesmen. The American Steel and Rod Company, I have been told, discharged 300 commercial travelers in one day. In giving these estimates I am not considering the office force thrown out through trusts. The sugar and coffee monopolies have thrown out 1,000 salesmen, and made an average reduction in salary of those retained of \$1,000 a year. The Standard Oil Company employs fewer salesmen than any other concern in the mercantile world of one-half its capital."

P. R. Lance, representing Wm. R. Warner & Co., of Philadelphia, has been hustling for orders in this territory for the past week. He seldom fails to land a good batch of orders from this place.

W. A. Nailling, of the Nailling Chemical Co., Union City, Tenn., has been in the city looking after business for a few days. He both buys and sells in this market.

Dr. Edward Worth Morse, president of the Big Four Medicine Co., of Mt. Vernon Ill., has been in this city for the past week looking after business and calling on old friends.

Perfumery Farming in the United States.

Edward S. Steele, assistant in the Division of Botany in the United States Department of Agriculture, has prepared an interesting monograph on this subject* which offers some practical suggestions likely to be of benefit to those who care to experiment in this direction. It seems that there are some fifteen perfumery oils which are the products of plants which may certainly or probably be grown within the limits of the United States.

To these are to be added the iris, source of orris root, itemized under another head, and at least the rose geranium, cassie, tuberose, and violet, not specified in the reports, but all standard perfumery plants and capable of being grown within our range. This is not to assert that all or any of these can be produced in this country as perfumery plants with commercial success. Conditions which admit the growth, even the thrifty growth, of a plant do not necessarily secure the best development of its odor. The plants named are, then, to be regarded as candidates whose claims are to be considered, and which, if found promising, should be subjected to trial.

The commercial importance of sixteen of these plants as perfumery sources in general and relatively to one another can be judged from the accompanying tables, which are compiled from the Treasury reports.¹

Native Perfumery Plants.

The author calls attention to the fact that a few American plants already yield perfume oils on their native ground, and that many others ought to receive attention from this point of view. Oils of saffras and wintergreen are distilled in considerable quantities, the former in the South, the latter in the North. These are used for scenting, but probably more largely for flavoring. Both are in demand in spite of the existence of synthetic substitutes. The oil of wintergreen is now produced mostly or exclusively from the sweet birch (*Betula lenta* L.), the oil being identical with that of true wintergreen and more cheaply obtained. The wood of the red or pencil cedar yields a finer perfumery oil than the cedar of Lebanon, and it is now distilled in this country as well as in Germany. The rootstock of the wild ginger (*Asarum canadense* L.), known in trade as Canada snakeroot, furnishes an aromatic oil which has a place in price lists. It is said to be used for strengthening other perfumes. The leaves of the sweet golden-rod (*Solidago odora* Ait.) furnish an oil with an anisate odor which is sparingly distilled. The perfume of the large-flowered magnolia (*Magnolia foetida* L., or, as better known,

M. grandiflora L., appears to have been sparingly extracted in Europe, but it is more often imitated than drawn from the natural source. *Magnolia virginiana* L., the sweet bay, swamp laurel, etc., of Eastern and Southern swamps, exhales a powerful aromatic fragrance which might well be available for soaps and perhaps for finer purposes. Mr. Moulie, in Florida, has utilized the flowers of the yellow jasmine (*Gelsemium sempervirens* (L.) Ait. f., not to be confounded with true jasmine). No attempt can be made at present to furnish a list of plants worthy of experiment.

Economic Considerations.

The two points of difficulty in the way of producing perfumery materials in this country are lack of information and experience and the cost of labor. The first of these by itself is no great obstacle. The art of distillation is already practiced, not only in the cases mentioned above, but in the considerable industries of extracting the oils of peppermint and of eucalyptus. To grow lavender and distill its oil does not require a specially greater intelligence than to grow and distill peppermint. The processes of maceration and enfleurage

(2) An extracting plant might be established with the purpose of securing its material from adjacent growers, whose product at first might be contracted for in advance. Such an enterprise would follow the same general method as a creamery, and might be conducted co-operatively. A modification of this type would be the plan somewhat followed in the peppermint business, under which the producer of the herb hires his product distilled at an establishment making distilling its business.

(3) Farmers, gardeners, etc., can grow perfumery plants together with their other crops, and extract their own perfumes. In this case the perfumery crop would be a side line, at least at the start.

The first of these plans would have the advantages of system and operation on a large scale and presumably of suitable appliances and expert direction. It would, however, have to encounter the problems presented by the labor question in their fullest strength, while the impatience of capital for quick returns would stand in the way of the gradual surmounting of difficulties. An undertaking of this type pure and simple would be the least encouraging of all. If, however, the capitalist were himself an expert and capable of manag-

QUANTITY, AGGREGATE VALUES, AND VALUES PER UNIT OF THE IMPORTS OF SIXTEEN ARTICLES USED AS PERFUMERY MATERIALS FOR THE YEAR ENDING JUNE 30, 1897.

Articles.	Quantity.	Aggregate value.	Value per unit.
	Pounds.		
Almond (bitter) oil.....	10,471.90	\$12,029.00	\$1.15
Anise-seed oil.....	51,850	77,821.00	1.50
Bergamot oil.....	94,726.50	129,311.78	1.37
Caraway oil.....	9,525.35	9,501.00	1.00
Cedrat (citron) oil.....	571	2,539.00	4.45
Fennel oil.....	1,546.63	1,002.00	.65
Jasmine oil.....	9	398.81	44.31
Lavender (including spike lavender) oil.....	211,558.42	190,050.22	.90
Lemon oil.....	248,647.68	201,857.00	.81
Limes, oil of.....	1,910	2,096.00	1.10
Neroli, or orange-flower oil.....	1,899.78	24,015.02	12.65
Orange oil.....	56,623.22	68,166.83	1.20
Orris (or iris) root.....	311,430	30,141.00	.097
Rosemary, or anthosa oil.....	49,028.19	29,723.00	.61
Thyme (or origanum), oil of.....	44,326.99	37,931.00	.85
Roses, attar (oil) of.....	oz. 48,384.49	293,495.93	6.07

can be learned independently, especially by persons of some chemical knowledge or acquainted with kindred arts; but any one undertaking perfumery making on a large scale should certainly have expert assistance. To know what plants to grow, and where and how to grow them, requires experiment, which might well be conducted by the State experiment stations or by persons of means who are willing to risk a little capital for the public good. But persons of moderate means, who derive their support from other sources, may in suitable localities wisely conduct experiments on a small scale with the purpose of expanding their operations in case of success. Nothing good is to be expected from that class of experimenters who, without capital, knowledge, or patience, are merely seeking bonanzas.

The relation of the perfumery business to the labor question depends somewhat upon the manner in which it is undertaken. Three types of method may be distinguished:

(1) A company or a capitalist may procure land, set up a plant, and hire labor to grow and harvest the crop, as well as to extract the perfume. This enterprise might confine itself to the production of raw material, or might add the preparation of perfumes for the market.

ing the business the outlook would be much improved.

The second plan would have the great advantage over the first that small growers would probably accept a less price for their crop than it could be grown for with hired labor on the capitalist's farm. The small grower could often afford to do this, because by utilizing his own labor and that of his family more fully he could make an addition to his income without increasing his expense, and in other cases, because the returns from his farm by this means, if not large, would at least be larger than he could gain from other crops. This plan, conducted co-operatively or otherwise, is a good one, but could be entered upon more safely where some individual has already proved by experiment the possibility of commercial success.

The third plan has much to recommend it, though not as final and exclusive. The success of individuals on their own farms would almost surely be followed by enterprises of the second, and perhaps of the first type. Yet the assumption is to be deprecated in advance of experience that perfumery making can not in some situations be profitably conducted as a domestic industry. A small still is not expensive, nor is the apparatus for enfleur-

*Copies may be obtained by applying to the Division of Publication, Department of Agriculture, Washington, D. C.

¹Am. Soap Journal and Perfume Gaz., February, 1891, and in a letter. At first Mr. Moulie replanted each two years.

age. A considerable item of attar of roses, for instance, might, aside from the rough work of growing the bushes, be produced by the women and children of a family. A woman occasionally would be able to produce perfumery when no other productive industry was available to her.

The case should be mentioned in which wild material or waste material of other industries can be had for the gathering. A few wild plants are already, and more may be, used for this purpose, while the fallen orange flowers may be had gratis or for a small sum by picking up—a labor to be expedited by spreading cloths. That class of labor which digs ginseng and gathers berries and nuts for the market would be forthcoming upon a demand of this kind.

While the cost of labor will still create difficulty, especially for capitalistic enterprises, the time seems ready for some advance in the matter of perfumery farming. Several essential oil industries are already in existence, and it will doubtless be found, as the overcrowding of other industries is more and more felt, that new activities of this class are feasible in particular localities.

THE SODA FOUNTAIN.

American and European Conditions Contrasted.

The soda water fountain is an American invention and has never yet been thoroughly appreciated except in the land of its birth. This is unfortunate for man and womankind at large, for the drinking of soda water makes for temperance in alcoholic beverages, a thing devoutly to be wished for. Just why the soda fountain has not been enthusiastically adopted in Europe is a matter for interesting speculation. One reason for its lack of popularity—so far as the north of Europe is concerned—is that the summer is so mild and brief as not to drive the European to iced drinks as does the fierce summer of the United States. But probably the most important factors in the restriction of the soda counter to America are the intense conservatism of all Europeans and more particularly of those in the humbler walks of life, and the relatively greater expenditures per capita of Americans for things which like soda water merely minister to personal comfort.

The difference of the attitude of the drug trade—and, incidentally, of the public also—toward the question of soda water in Germany, England and America is well brought out by articles which recently appeared almost simultaneously in the Berlin "Pharmaceutische Zeitung" and the London "British and Colonial Druggist," both bearing on the subject of summer drinks. Our German confrere takes up the subject seriously, profoundly, from the legal standpoint. The German pharmacist is "regulated" by laws, police ordinances and ministerial pronouncements at every turn. He is expressly forbidden to conduct any other business except his pharmacy. He is not permitted to carry side lines. Our author, Dr. J. Holfert, of Altenburg, advises the pharmacist to secure a bottling machine with which he can put up one bottle of "brauselimonade" (effervescing lemonade), at a time, but not to ask permission from the district pharmacy inspector to do so, for if permission is asked it will surely be denied. Human nature, or rather officialdom, seems to be the same the world over. Were the "apotheker"

to invest in a large machine he would surely be fined and his machine confiscated. The author who speaks as one with authority admits that there are four flavors which have some claim for recognition, namely, raspberry, lemon, orange and "waldmeister" or woodruff. As for himself, he confines his trade to the first two; it makes trouble to encourage people to want a variety and these two are really the best. The conditions, says the German author, are wholly different from those existing in America, where they have all sorts of "fantastic flavors, such as ambrosia, mountain dew," etc. The Herr Apotheker, it is needless to say, does not do a very large business.

The English equivalent of the German "Brauselimonade" appears to be a "tuppenny saline draught," which consists of various modifications of the "seidlitz" powder or the "soda" powder. The essential feature being a bicarbonate mixed with either tartaric or citric acid.

The "British and Colonial Druggist" has found a pharmacy in London which has reached the substantial total of 1,710 drinks per day. This place, it is noted, has a little more variety in the matter of syrups than many others. The syrup of lime juice, we learn, forms almost the sole flavoring used in all of the London shops except "the ones in Fenchurch street and the Strand. The latter caters for more fickle palates. It is situated near Sainsbury's old place, and the latter educated people to expecting a good thing. Besides, it gets many American customers from the Hotel Cecil, and they are connoisseurs in the matter of summer temperance drinks. Consequently, the Strand establishment is somewhat luxuriously fitted as compared with its fellows. There is an aerating machine in the basement, and those who prefer a simple carbonated drink can have it. In the matter of flavoring they can take their choice of a dozen or more fruit syrups; but, of course, they must expect to pay more for them—their draught costing them, perhaps, 4d. or 6d. Then again, they can have it iced by a machine which shaves the solid H_2O , into a snowy powder. That is all as it should be in the Strand, which is, to a great extent, frequented by people who have come to London expecting to spend money."

This idea of having drinks iced is evidently a very great novelty in London and one looked upon with some degree of suspicion. Imagine the result if Hegeman or Perry were to set out drinks which were not iced or were even to endeavor to cool their drinks by shaving ice into them. Our London confreres would be rather staggered with a bill for three thousand pounds of ice a day, which is the amount required in several of the downtown soda water fountains in New York and while a business of seventeen hundred glasses of soda is by no means a contemptible one, there are probably a dozen or more pharmacies in New York city alone where the total sales of soda per day exceed this. In one downtown establishment during the hot spell 11,000 glasses of "soft stuff" were dispensed within one day—a day, however, which embraced the entire twenty-four hours, as this was an all-night pharmacy, one which has never been closed since it was first opened some eight years ago. In one of the downtown drug stores as much as five thousand pounds of ice have been used in one day.

The list of flavors, which in the German "Apotheke" is restricted to two, grows in

lower Broadway to two hundred, if all the various combinations are counted, and embraces a line of flavors ranging from tea through the entire range of fruit flavors, patented specialties and combination fruit syrups to ice cream. The "machine in the basement," which is spoken of with quite an air of conscious pride by the writer who describes the drug store in the Strand, would probably not be sufficient to keep even two of the dozen draught arms in a Broadway fountain supplied with soda.

New York appears to be the banner city of the United States on soda water, for the highest record reached outside of this city, so far as we can learn, is in Philadelphia, where Wanamaker does a business averaging 3,500 glasses of soda per day. Evans, with stores on Chestnut and Arch streets, has on exceptionally hot days gone up to about 6,000 glasses.

St. Louis is a big soda water as well as a big beer town, but the largest business is done there by large department stores. Here, too, the business is so divided, that while the aggregate is very large, no single store sells more than about 2,000 glasses per day. There are four or five of these stores. There are about four drug stores in St. Louis whose sales run from 800 to 1,200 glasses per day.

In Boston there are three drug stores whose sales probably stand near or quit at the head of the druggists' soda trade in the Hub. These are C. P. Jaynes', Wm. H. Knight's and H. P. Putnam's. The highest record reported from Boston is 180 gallons of "soda," which means 2,880 glasses of soda water alone, which, with the sales of sundry fancy drinks, clam or tomato bouillon and lemonade would bring the total well above the three thousand mark.

Cincinnatians drink other things than beer, as is shown by the fact that one druggist alone has sold as many as 3,280 glasses of soda fountain drinks in one day. An analytical chemist, Prof. C. T. P. Fennel, and a woman, Mrs. Cora Dow, probably do the largest soda water business in that city.

Altogether the soda fountain is a very important factor in the drug business in the United States, and as a money-maker it is continually growing in importance.

St. Louis Apothecaries Ask Aid.

The following circular letter has been mailed by the St. Louis Apothecaries' Association to a number of prominent proprietary manufacturers:

OFFICE OF
ST. LOUIS APOTHECARIES' ASS'N.,
St. Louis, Mo., July 31, 1899.

Dear Sir—The suit brought recently by the attorney-general of Missouri against a number of corporations and individuals engaged in the drug business in the city of St. Louis for the alleged violation of a law of the State against pools and trusts has attracted quite general attention throughout the country among men who are similarly engaged.

The Proprietary Association of America, at its recent meeting in New York, showed by resolution its strong sympathy for the National Association of Retail Druggists.

Members of the above association are therefore interested in the issue. The St. Louis Apothecaries' Association has employed able counsel to defend the suit. It appeals to you for a small subscription to assist in defraying the expense. Assuring you that if for any reason you prefer not to give it no feeling of prejudice shall be held against you. I remain,

Very truly yours,
OTTO F. CLAUS, Treasurer,
Executive Committee: 2625 N. 9th St.
THOS. LAYTON, 2745 N. Grand Ave.,
J. M. GOOD, 2348 Olive St.,
CHAS. GEITNER, 300 S. 14th St.,
H. A. KATTELMANN, 1787 Franklin Ave.



Review of the Wholesale Drug Market.

It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.

NEW YORK, August 9, 1899.

Condition of Trade.

WHILE the bulk of business transacted during the past fortnight has not been large, it has nevertheless been far from unsatisfactory since the general tendency of prices has been upward, thus netting profits to the holders on such sales as have been made for the comparative light consumptive demand. It is true that the leading staples, such as opium and quinine, have not shared in the upward movement, but are rather weak, but taking the entire line of drugs in which there has been any movement whatever, the general tendency has been upward rather than downward, which is quite a hopeful indication at this season of the year. The market for indigenous drugs remains in an unsettled state pending more definite information as to the character and size of the crops. No one item in the market has attracted very special attention during the period under review, save possibly the comparatively unimportant drug, santonine, the advance in which was foretold in our issue of May 10. We append below a detailed list of the more important changes which have occurred in prices during the past fortnight:

HIGHER.	LOWER.
Cacao butter.	Acetanilid.
Cocaine.	Balsam copaiba.
Ergot.	Balsam Peru.
Santonine.	Balsam tolu.
Cutch.	Bicarbonate soda.
Nitrate soda.	Sarsaparilla, Mexican.
Hyposulphite soda.	Seed, star anise.
Sal ammoniac.	Seed, canary.
Sugar of lead.	Seed, hemp.
Oil cassia.	
Oil cajuput.	

DRUGS.

Arnica flowers are very firmly held in consequence of adverse reports as to the crop conditions. The advance to 7½c. to 8c., quoted some weeks since, is firmly exacted, and some holders decline to quote anything below 7½c.

Acetanilid is in an unsettled condition owing to the competition of new comers in the market, who are making a strenuous fight for a share of the patronage; 24½c. to 26c. is the general quotation, though it is intimated that sales have been made somewhat under these figures.

Alcohol remains firm and is in fair request at \$2.44 to \$2.46, less the regular quantity discount.

Balsams.—Copaiba has weakened somewhat from the position reported in our last, and we now quote a decline to 35c. to 37c. for good quality, Central American. Fir is quiet and weak at \$1.90 to \$1.95

for Canada, and 95c. to \$1.00 for Oregon. No round lots are reported to have changed hands, and the quotations are, therefore, practically nominal. Peru has come to hand in considerable quantities, with the effect of unsettling quotations, and \$1.85 to \$1.90 is now asked. Tolu is weaker under the influence of very considerable arrivals which still remain in first hands. We quote 28c. to 30c.

Barks.—Cascara sagrada is the only bark which has attracted much interest during the past fortnight, and this drug has continued to weaken under the increased offerings of new bark from the Pacific Coast. We quote 4½c. to 6c. as representing the spot prices.* No large transactions are reported at these figures. Soap is in active demand, as is to be expected at this season, and the prices are evenly maintained at 4½c. to 6c.

Cacao butter is in an unsettled condition, the market here not having followed closely the lead of the Amsterdam sales. The Dutch market is reported to be much firmer. Locally there has been only a slight improvement in prices and we quote 37c. to 39c. for bulk, and 1c. above these figures for 12-pound boxes.

Cocaine has advanced 25c. per lb., and we now quote \$3.75 to \$3.95 in bulk, and 20c. above this for ounces. It is intimated that this advance may be followed by a still further rise, and holders are very firm in consequence.

Cinchonidine is in quite active demand, and has advanced to 1s. 6d. in London. The local market is very firm at 34c. to 36c., while the stocks are reported light and an advance is freely predicted.

Coca leaves show considerable firmness, and while quotations of Truxillo remain unchanged at 20c. to 22c., Huanuco have been advanced to 23c. to 25c., and are very firm, with every indication of a still further advance, as may be seen from the action of manufacturers in advancing the price of the alkaloid.

Cod liver oil is dull; quotations are merely nominal at \$20.00 to \$22.00 for Norwegian. On a firm offer these prices could, no doubt, be shaded.

Chamomile flowers are coming to hand somewhat more freely, and the market may be quoted as easy at 20c. to 25c. for German, and 12c. to 18c. for Belgian, as to quality.

Cantharides.—The reports from Shanghai indicate that the supplies of this year's crop of Chinese are fully up to the average both as to quality and quantity. Locally the market is devoid of interest, and we quote Chinese at 43c. to 44c. and Russian at 44c. to 46c.

Ergot has attracted considerable attention during the past fortnight. The continued adverse reports as to the crop conditions in Central Europe have resulted in a steady rise in values, and at the close we quote 35c. to 36c. for prime German, and 42c. to 43c. for Spanish. While no business of any size is reported at these figures, the local holders are very firm in their views.

Formaldehyde is rather heavy and the market weak at 18c. to 19c. for bulk.

Glycerin has been again advanced by Western makers, but local dealers still continue to quote 13½c. in barrels for c. p.

Juniper berries are in moderate demand in a jobbing way at 2½c. to 3c.

Menthol has been quite active during the past month, and under the influence

of adverse reports from primary markets, the price has been advanced to \$2.25 to \$2.40, and some holders even quote as much as \$2.50. The last round lot reported sold at about \$2.20.

Opium.—The general tone of the market during the period under review has been weak. We have received the usual variety of reports from Smyrna as to the stock and the crop. On the whole, however, it is agreed that, while the stock in Smyrna is below that held at the same period last year, the crop arrivals to date are larger than those covering the same period in 1898. The Smyrna market has weakened during the week and in the face of the reports of increased arrivals there is a lack of interest shown by buyers. On the spot we have to report a merely nominal jobbing demand, which is supplied at \$3.05 to \$3.07½ for cases, and \$3.10 to \$3.12½ in jobbing lots. Powdered has been marked down to \$3.90 to \$4.05, so as to be more nearly on a parity with the price of the crude gum.

Quinine.—The market conditions are very much the same as at our last writing. Both foreign and domestic are quoted at 32c. for bulk from manufacturers' hands, though during most of the period under review, this price could be shaded from outside holders. Quite a brisk business is being done in a jobbing way, most of the orders being filled by second hands at 30c. to 31c., though it is reported that in some cases 29c. has been accepted.

Senna is in good demand considering the season; considerable quantities are moving through jobbing channels at 8c. to 14c. for Tinnevely and 13c. to 16c. for natural Alexandria.

Santonine.—The conditions governing the market supply of this drug were gone into at considerable length in an article published in *The American Druggist* for May 25, page 290. As there stated, practically the entire output is in the hands of a monopoly, granted by the Russian government to Sawinkow, a merchant of Orenberg, who is to pay a yearly bonus beginning at 5,000 roubles. The result of the deal entered into between the Russian government and Sawinkow, which is to last until 1910, has been an advance in the price of santonine all over the world, and we now quote \$2.55 as the local price. In view of the absolute control of the market exercised by Sawinkow under this monopoly, there is little probability of any decline, though it is possible that the Hamburg merchants may be able to circumvent the Russian government, as they did once before in this connection.

Tonka beans show some improvement in market conditions, the stagnation which has ruled in this drug for some time past having been somewhat disturbed by an improvement in the consumptive demand. We quote 75c. to 90c. for Angostura beans, which are firmly held in view of the improved statistical position of the drug.

DYESTUFFS.

During the past fortnight the general tendency in the dyestuffs market has been upward, cutch having advanced to 4½c. to 5½c. for bales, and closing firm at this figure. Gambier is also showing an upward tendency and can now be quoted at 2½c. to 4c., at which figure the market closes firm with considerable transaction in jobbing quantities. Both aniline oil and salt are decidedly firmer, and the local market shows a disposition

to follow the advance in quotations reported abroad. We quote 8½c. to 9½c. for the oil and 7½c. to 8c. for the salt.

CHEMICALS.

Ammonia carbonate is firm at the increased price quoted in our last, which is 8c. for barrel lots.

Bicarbonate of soda has declined slightly under the pressure of increased competition, and we quote \$1.12½ to \$1.37½ for domestic and \$1.37½ to \$1.75 for English.

Bleaching powder has shown some weakness during the past fortnight, and can now be had at \$1.45 to \$1.60 for German and \$1.50 to \$1.60 for English on the basis of 48 per cent.

Boric acid is finding a steady outlet into channels of consumption, and the tone of the market is firm at manufacturers' quotations, say 10½c. to 11½c. for crystals and 11½c. to 11¾c. for powdered.

Citric acid maintains its firm position, though nothing is doing beyond the ordinary consumptive movement. Prices remain unchanged at 42c. to 42½c.

Hyposulphite soda is scarce on the spot and has been marked up to 1.85c. to 2c. in bulk and 2c. to 2.25c. in barrels.

Nitrate soda is exceedingly scarce on the spot and quotations have been advanced to 1.61½c. to 1.62½c., which, however, may be looked upon as purely nominal in the absence of spot supplies.

Prussiate of potash has been advanced to 19c. to 19½c. for Scotch yellow.

Sal ammoniac, granular, has been sold quite freely during the interval and price has been marked up to 6c. to 6½c.

Sugar of lead has been in active demand and has been advanced in price to 5½c. to 5¾c. for brown and 7½c. to 7¾c. for white.

Tartaric acid remains steady at 31½c. to 32c. and is in steady jobbing demand.

ESSENTIAL OILS.

Anise maintains the firm position reported in our last and we quote \$1.55 to \$1.60.

Bergamot has weakened somewhat under favorable crop reports and may be quoted at \$2 to \$2.10, as to quality.

Cassia has advanced 5c. in harmony with the movement in primary markets and we quote 90c. to \$1.05.

Cajuput is firmer and has been marked up by some holders 2½c. We quote 55c. to 65c.

Peppermint is exceedingly quiet and both buyers and sellers appear to be awaiting full reports regarding this year's crop before going heavily into the market.

GUMS.

Aloes, Curacao, are somewhat firmer than at our last writing though no quotable change in prices has been made.

Camphor is quiet and rather weak at 45c. to 45½c. for domestic in bbls. and cases respectively; Japanese refined is, as usual, quoted 1c. lower than the domestic.

The mucilaginous gums are quite firm and the better qualities have been advanced in certain quarters, though the quotations are still within the range of figures given in our prices current.

ROOTS.

The general market in indigenous roots remains in a state of suspense and uncertainty pending the arrival of new crop.

Golden seal is offering quite freely to arrive at 48c. to 50c.

Ipecac is in a little better supply, there having been recently some arrivals from London, but the market still remains firm at \$3.85 to \$3.90.

Jalap has been active at unchanged quotations of 10½c. to 12c.

Sarsaparilla, Mexican, has declined under the pressure of heavy arrivals to 7½c. to 8½c. from first hands.

Senega is scarce and spot quotations have been advanced to 30c. to 32c. Western holders show no disposition to urge sales and while the crop is reported as plentiful Western dealers seem to have money to take it all up.

SEEDS.

The entire line of druggists' seeds is quite firm in view of unfavorable reports from many of the growing crops.

Anise, star, has been advanced to 28c. to 30c. in sympathy with primary markets.

Canary has been quite active at an advance to 3c. to 3½c. for Smyrna and 3½c. to 3¾c. for Sicily.

Hemp, Russian, has advanced in foreign markets, and prices have been marked up here in consequence to 3½c. to 4c.

Mustard, California yellow, is steady at 3½c. to 4c.

Advance in Brushware.

A New York jobber sounds a note of warning about an expected advance in the price of hair and tooth brushes. "Our attention," they state, "has for some time past been called to the fact that the market for bristles was steadily advancing, and we have just received a communication from London stating that during the last week a most abnormal advance occurred which necessitates an advance in brushware. Advices from St. Petersburg state that the Russian famine has seriously interfered with the collection of bristles, so much so that this year's output of raw material will only be about two-thirds of the normal amount, and it is further estimated that next year not more than one-half the normal output will be forthcoming. Prices must therefore advance considerably in the near future. The knowledge of the trade and power of obtaining information of our correspondent is unquestionable, and a prominent London broker confirms his statement, saying, that while the advance from the end of last year until Easter this year was considerable, the advance between Easter and June was much more serious, and that prices this week were considerably higher than ten days ago. A very considerable advance in price has been asked and paid for Russian bristles.

"This great advance in bristles has naturally caused a considerable advance in all brushware made of Russian bristle, and this especially applies to fine hair and bath brushes. Cheaper goods are not at present affected, but will probably be so in consequence of the scarcity of Russian bristle and the necessity of using more of the cheaper stock."

William H. Gilmore, manufacturer of Gilmore's Germicide, in Rochester, N. Y., and at one time proprietor of Gilmore's Aromatic Wine, is at present dangerously ill with anemia, and his recovery is considered doubtful.

Hints To Buyers.

"Pharmaceutical Notes" for August is being issued to the trade. This useful compilation of notes on practical pharmacy is obtainable free of charge by all pharmacists who make application for a copy to Parke, Davis & Co., Detroit, Mich.

The Cuprigraph Co., 74 North Green street, Chicago, have a still which presents many features of merit and which deserves the careful attention of every druggist who wants to procure an absolutely pure water at the very minimum cost. Write them for circular.

Druggists should note the advertisement of Chichester Chemical Co., of Philadelphia, which appears in this number. Their trade-marks are of great value, thoroughly protected, and the goods are undoubtedly the best sellers and most satisfactory to handle of anything of the kind on the market.

Write to C. P. Goerz, of 52 Union Square (east), New York, for his illustrated catalogue of the Goerz photographic lenses and the Trieder Binoculars. For druggists who are developing a trade in optical goods, the line will be of decided interest. There is a good margin of profit for the dealer.

The syringe boxes manufactured by Henry H. Sheip & Co., of Philadelphia, are unquestionably the best made anywhere. Fine work, low prices and prompt shipments are guaranteed. The house also makes any other kind of wood box to order. Estimates and samples will be furnished on application.

The druggist who does not make his own soda water nowadays is badly handicapped in the race against his competitors. A cheap, safe, simple method is offered by the plant of the American Carbonate Co., of 424 East Nineteenth street, New York, an illustration of which will be found in their advertisement. Write them for descriptive pamphlet and full particulars.

We commend the attention of our readers to the advertisement of the Blickensderfer typewriter, which appears in this number. While this is a cheap machine, it is credited with doing as fine and as various work as any machine in the market, by those who have submitted it to a practical test. Druggists could certainly use a typewriter to advantage. It would add dignity and force to their communications addressed to physicians, customers and the trade.

One Gross a Month.

We illustrated in a recent number of The American Druggist a new Marvel Syringe, which is made by the Marvel Mfg. Co., of New York City, and which has introduced a wholly new principle in female syringes, that of the solid whirling spray. One retailer in this city purchased a gross of these syringes on July 5. Without any other advertising aside from that given by displaying the syringes in the window, the entire gross was sold and another ordered in less than a month. This is certainly excellent testimony to the salability of this new syringe. Our readers should write the manufacturers for information concerning it.

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and Pharmaceutical Record.
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TIME PRESSES.

ADVERTISERS to the drug trade who have not yet availed themselves of the splendid opportunity presented by the EXTRA OCTOBER NUMBER of The American Druggist to reach the best buyers in the retail drug trade of the United States, Canada, Mexico and all foreign countries are advised not to delay longer, since the demand for advertising space in this issue has been unprecedentedly large, and many of the best positions are already contracted for. A few preferred positions remain unsold, but early application is strongly recommended. Inserts for the EXTRA OCTOBER NUMBER can be received up to the day before publication, October 18. Particulars regarding design and arrangement of inserts most suitable for binding with The American Druggist will be sent upon application to the publisher. Double the space has been contracted for in this issue that was contracted for at the same time last year.

THE A. PH. A. MEETING.

INTEREST grows as the time approaches for the forty-seventh annual meeting of the American Pharmaceutical Association, which opens at the Hotel Victory, Put-in-Bay, Ohio, on Monday, September 4. Special parties from Boston, New York City, Baltimore and Philadelphia, organized by the members of the Transportation Committee at the points named will come together at Cleveland on Sunday morning, September 3, and will take the steamer leaving at that point for Put-in-Bay at 8.80 a. m. Parties from the West have also been organized and the prospects are bright for a good attendance.

The location selected for the meeting is one of the most delightful summer resorts in the United States. Hotel Victory, which overlooks the sight of Perry's victory in 1813, is the largest and most elegantly furnished summer hotel in the United States. It is located on the highest point on Lake Erie, being 80 feet above the water, and commands a view

of the lake from every side. The island upon which the hotel is situated is most fertile, producing the most delightful fruits and flowers. In the group of islands, of which Put-in-Bay is one, is to be found some of the finest fishing along the great lakes.

The chairmen of the various committees have been actively engaged in preparing for the meeting and promise a most interesting programme of papers, so that pharmacists in search either of recreation or of intellectual pabulum will find either in greatest abundance at the forty-seventh meeting of the American Pharmaceutical Association, which all pharmacists, whether members of the Association or not, are invited to attend.

Details as to routes and rates are printed in our news columns, and all of our readers are urged to avail themselves of the unusual attractions offered by the approaching meeting.

N. W. D. A. AND P. A.

YELLOW fever having broken out at Hampton, Va., in the immediate vicinity of Old Point Comfort, the Committee on Arrangements for the annual conventions of the National Wholesale Druggists' Association and the Proprietary Association of America, held a meeting on board Commodore Emerson's yacht "Media," Saturday, August 12, and decided to change the place of meeting from Old Point Comfort to Niagara Falls. The decision of the committee was promptly telegraphed to President C. P. Walbridge, at St. Louis, and to the chairman of the Board of Control of the Association. These gentlemen at once acquiesced and the meeting of the two associations will therefore be held at Niagara Falls on October 10, 11, 12 and 13.

The headquarters of the associations will be at the International Hotel, and the management announce that the entire hotel will be given up exclusively to members wearing badges of the two associations, the hotel being closed to the public during the week of the conventions.

The arrangements for the transportation of members from New York and vicinity are in charge of John M. Peters, 184 Front street. As usual a special train will be chartered, which will leave the Grand Central Station at an hour yet to be decided upon on October 9. Mean-time reservations on the Wagner cars can be made through Mr. Peters.

A meeting of the Ladies' Auxiliary Committee was held at Niagara on the 23d instant, which was attended by a number of members of the Auxiliary Committee formed at Richmond, including Mrs. R. W. Powers, of Richmond, and Mrs. Dr. V. Mott Pierce, of Buffalo, when arrangements were made for a programme of entertainment for the wives, daughters and sweethearts of the members who will attend. It is expected that the meeting will be unusually well attended, and while many important questions of trade interest will come up for discussion and engage the serious attention of the members, the social side of the meeting will not be neglected, and assurances are given by those who are familiar with Niagara Falls and the vicinity that everything will be delightful there at the time of meeting.

GRADUATE REQUIREMENT.

AN unprecedentedly large number of members from Greater New York attended the recent meeting of the New York State Pharmaceutical Association, and voted practically as a body. These members voted, among other things, for the incorporation of the graduate requirement in the proposed All-State Pharmacy law, though one or two members from Greater New York had sufficient independence to vote against this resolution, which was lost by a vote of 54 to 50.

The organ of a local association has seen fit to bring charges of bad faith against a Greater New York member because that member exercised his own judgment and voted against the adoption of this resolution. Such charges are ridiculous, and any efforts to coerce a member into sacrificing his own convictions and voting in accordance with the wishes of the majority of local members savor so strongly of Tammany methods as to reflect most discreditably upon those endeavoring to exercise such pressure. Pharmaceutical affairs in this city have been heretofore kept free from political methods, and it is to be hoped that no responsible person in pharmacy will countenance attempts to introduce the "machine" into local affairs.

Had those desirous of adopting the graduate requirement approached the subject in a more tolerant and less dictatorial

spirit, there is every probability that the New York State Association would have adopted resolutions similar to those adopted by the Ohio Association on the same subject. And not only would the majority of those in attendance at Albany have approved of such resolutions, but—which is of greater importance—the majority of the retail druggists of the city and State would likewise have endorsed the sentiments enunciated by President Beal and adopted by the Ohio Association. In his presidential address Professor Beal asked: "Is it not time for us to make another advance, and to declare by resolution that it is the sense of this Association that the young men of the future who desire to register as pharmacists should qualify themselves for that important and responsible position by graduation at a reputable college of pharmacy?" This question was answered in the affirmative by the Ohio Association, and this is as far as it is wise to go to-day.

The New York City members of the N. Y. S. P. A. did not, however, seek for a simple expression of opinion in the form of advice to "young men of the future," but asked for the immediate enactment of the graduate requirement. It was proposed that the prospective All-State Pharmacy law should contain provisions whereby all applicants for registration as pharmacists should be required to undergo an examination by the Board, provided these provisions did not relate to those holding certificates of registration heretofore issued by boards of pharmacy of this State.

Unfortunately statistics are lacking as to the proportion of graduates to non-graduates engaged in the drug business. Taking the entire United States, the estimates vary from one graduate to twelve non-graduates to one graduate to twenty non-graduates. These figures alone would prove a sufficient reason in the eyes of the intelligent legislator to oppose the graduate requirement, for, if enacted, such a law would soon bring about a dearth of pharmacists, which would cause the public to clamor for its repeal, and the ultimate evil done in prejudicing the public against the graduates inclined to set up a monopoly would more than counterbalance the possible benefits to accrue from the enactment of such a law.

No law can be made effective that lacks the support of public sentiment, and there is no public sentiment at present back of the demand for the enactment of a graduate requirement either in or out of the pharmaceutical profession. That such a requirement would be desirable, if feasible, is believed by the vast majority of thinking pharmacists; but under existing conditions it is not feasible. The most that can be done in its favor is to

follow the lead of the Ohio Association in the effort to build up a sentiment among pharmacists favoring the graduate requirement. As soon as that sentiment becomes general there will be little difficulty in introducing the graduate requirement. Until such sentiment does become general, it is not only impolitic, but wrong to endeavor to introduce the graduate requirement into the pharmacy law, as it would merely tend to weaken a law which in most States is even now none too strong.

PREPARING FOR THE MEETING.

PREPARATIONS are going forward actively for the forthcoming annual meeting of the National Association of Retail Druggists at Cincinnati, O., on October 2. The progress of the Association since its organization at St. Louis last year has been highly satisfactory to all who have its interest at heart, and this means the entire retail drug trade of the country as well as the manufacturers and distributors of proprietary medicines. That the future of the Association will be largely determined by the results of this year's meeting impresses everybody. The strength which the organization has gained during the year through the affiliation of upwards of thirty State pharmaceutical associations, besides hundreds of county and local bodies, gives it a most commanding position, and retailers may look forward confidently to the solution at this meeting of many of the commercial problems which have engaged their attention in past years.

Many of the delegates from State and local associations will go uninstructed to the convention, though entertaining well defined ideas in regard to the enforcement or non-enforcement of certain of the resolutions adopted by the national body. One of these resolutions, which has attracted considerable attention, is that one which defines the legitimate channel of distribution from manufacturers. This declares it to be the sense of the Association that manufacturers of proprietary articles shall restrict the distribution of their goods to wholesale dealers recognized by the Proprietary Committee of the National Wholesale Druggists' Association. Considerable opposition has arisen from time to time among the larger retail dealers and from the retailers' co-operative jobbing companies to the enforcement of this, and it is not unlikely that a strong effort will be made at the Cincinnati meeting to modify or amend it. This and many other matters which will be brought up for discussion should contribute to a profitable and interesting gathering.

(Written for the American Druggist.)

VANILLA CULTIVATION IN MEXICO.

By C. H. DIETZ.

THE State of Vera Cruz has been considered the home of the vanilla, but recent developments show that vanilla can be successfully cultivated in the State of Tabasco and on the Isthmus of Tehuantepec. The true home of the vanilla, where it flourishes best in its wild state, is a narrow strip of territory about thirty miles wide, five miles back from the coast and ninety miles long, about fifty miles south of Tampico towards the city of Vera Cruz, along the Tuxpan, Casonez and Nautla rivers. There the cultivated varieties grow best and yield most largely without artificial fecunda-

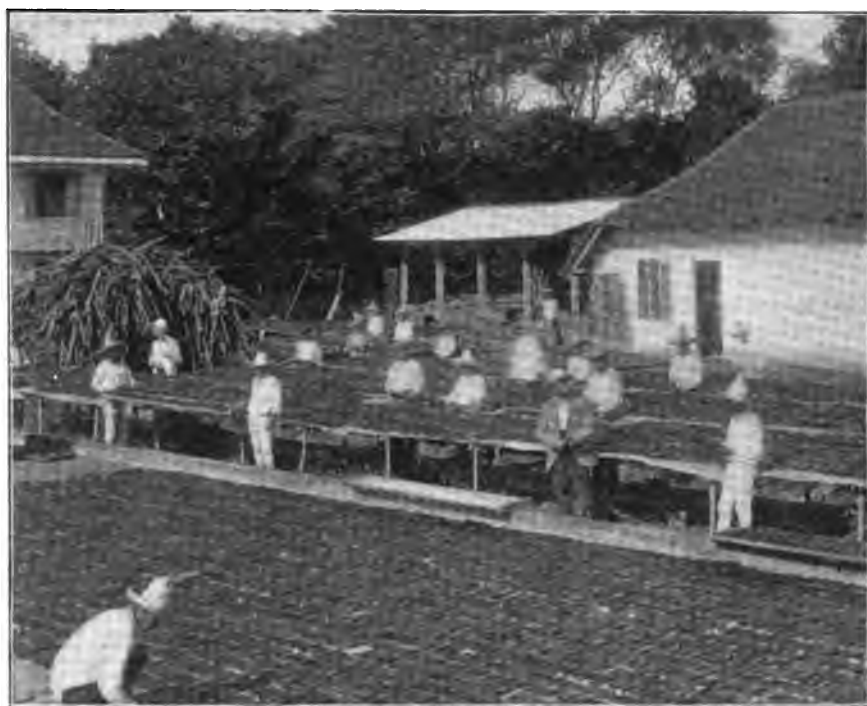
(French Oceanica); 11,880 pounds, of a value of \$58,899, were received from France; 2,298 pounds from England, 3,266 pounds from the French West Indies; the balance of 71 pounds being sample shipments from other countries.

Cultivation.

The cultivation of the Mexican vanilla requires a hot, moist climate, and the lowlands are, therefore, best suited for its culture. Very little of the vanilla produced in Mexico is at present grown at an elevation exceeding 1,000 feet. The vanilla plant is a vine of light green color, with a smooth bark. It has a thick, waxy-looking leaf, light green in color, 6 to 9 inches long and sharply pointed. The vine clings tightly to its tree support, but does not draw nourishment from the tree. The best time to plant and

comes only with a full knowledge of these essential details. One of the first requirements is to have the plantation where one can prevent the pilfering of the beans while ripening; for enough can be carried away in a man's pockets to amount to more than a month's wages. The temptation on the part of the dusky Mexican is great, and often one is unable to harvest the fruit of his own labor.

A vanilla plantation need not be expensive; a few acres with care and proper fecundation will soon produce handsome returns. A rich vegetable soil, such as is found in the terra caliente (the hot regions), and particularly that on the borders of rivers or streams, is best for vanilla cultivation. In such localities the vine grows luxuriantly, and produces a large pod. Moreover, the moisture is retained better by such lands, which is an important factor, as the rainfall from February to June is infinitesimal. Exhausted lands produce very little vanilla and only small pods; sand is too light and a clay bottom either too dry in hot weather or too wet in the rainy season. The success of a vanilla plantation depends considerably on the choice of soil, and if the ground does not possess the qualities already stated, the plantation will be a failure, however much care may be bestowed upon it. The mean temperature should be about 85° Fahr., away from the sea-breeze; sheltered situations are indispensable, but the plants must not be too much shaded or the fruits will not ripen. In preparing a vanilla plantation the large trees should be felled in the beginning of the dry season, not later than February, the branches being cut off and the weeds and brush cleared away. Trees under ten years' growth, those that are quick growers and those that lose their leaves annually, should be felled; also those whose trunks are more than eight inches in diameter. The tree supports for the vanilla vines, called tutores, should not be allowed to grow higher than twelve to fourteen feet, which can be effected by topping, for the reason that as fertilization of the flowers will have to be done artificially, it will be necessary for the plant to be trained so as to bring the flowers within reach of the hand. The trees remaining on the land will naturally be distributed more or less unevenly over the ground, but there should always be a space from three to five yards between them, and trees with small or scarce leaves are the best for vanilla, as they afford the vines the necessary amount of sun, shade and ventilation. After the land is prepared, selection of the cuttings (estacas) must be made. These are best selected from healthy four-



Curing the bean at the plantation of the Mexican Exporting and Manufacturing Company, Papantla, Mexico. Courtesy of Jacob & Allison, New York.

tion, either on account of the large number of wild bees in this locality or by self-pollination. Artificial fecundation must, however, be practised if it is desired to produce the beans in commercial quantities. The annual crop of Mexican beans has varied considerably during recent years, the Mexican exportation of vanilla being as follows:

		Mexican Dollars.
1895-1896	81,504 kilos of a value of	1,428,675
1896-1897	34,710 kilos of a value of	997,155
1897-1898	18,887 kilos of a value of	633,270

During the first six months of the fiscal year 1898-1899 the exportation of vanilla beans from Mexico amounted to 18,456 kilos, having a value of \$458,252 Mex.

The United States are the largest buyers of the Mexican vanilla crop, taking fully two-thirds of its annual production. During 1898 the importation of vanilla beans into the United States amounted to 63,997 pounds, of a value of \$279,755. Of this 22,824 pounds, of a value of \$163,100, were Mexican beans; 23,658 pounds, of a value of \$44,644, were from Tahiti

set out the cuttings is about from May to June. These cuttings are simply vines divided into lengths of about three feet. Two or three joints are put under the ground, with the same number of joints above ground. The plants grow very easily, but patient care and attention at



MEXICAN BEANS. Courtesy of the Chas. E. Hires Co

the proper time are highly necessary, and these constitute the chief elements of success in vanilla culture. If fecundation be not conducted properly and at the right time, the fruit is lost for that year. There are other peculiarities about the vine equally as essential to know, and success

year-old stems, and they are cut in lengths of twenty-four inches about six days before planting. June and July are considered in Vera Cruz and Tabasco the most appropriate months for planting. Planting is performed by digging a hole (cepa) or a small trench, eight inches

long and four deep at the south or west part of the base of each tree. The three lower leaves of the cuttings are removed and the portion of the stems thus denuded are planted three to four inches below the surface; the remainder of the stems are then tied to a tree (so as to be perfectly straight) by a flat band of fibre. Round cord should not be used, as it is liable to cut and injure the green stem of the vanilla. The vines will usually produce considerable vanilla in the third year, and will yield considerably more during the fourth, fifth, sixth and seventh year, after which the production begins to decrease. A vine will bear from fifteen to forty-five beans a year, and often clusters of nine to twelve full-sized beans

the wild vanilla in good, fair condition, three pods counting as one of the first class. Fifth, the "vanilla rezacate," composed of the very short pods; of those split all the way up to the stalk, of the badly damaged, of the very immature and of the greatly over-cured; of this six pods count as one of the first class.

Busy Seasons with the Planters.

The two busy seasons of the year are during the pollination months—March, April and May, and the gathering months—November, December and January. During the balance of the year the plantation should have rest, other than keeping down the weeds and undergrowth. Many of the beans are gathered in Octo-



THE BOURBON BEAN. Courtesy of the Chas. E. Hires Co.

ber, sometimes before they reach their full growth, by those who see an opportunity of gathering them unknown to the owner, or by the owner for fear of losing them, because he has not the vines in a locality where he can guard them properly. The quality and flavor are increased by allowing the beans to mature and by proper curing.

Varieties of Vanilla.

There are several varieties of vanilla known in Mexico, viz.: The mansa (vanilla planifolia), the cimarrona (v. rotundifolia), the puerco, the pompona and the mona. Of these the mansa and the pompona are cultivated. The cimarrona is the wild vanilla. The puerco and mona, which also grow wild and resemble the cimarrona, have not been used in commerce as yet. A green vanilla bean is worth from 8 to 14 cents, but as high as 18 to 20 cents is sometimes paid. The grower

can be seen. Some vines have been known to yield as high as sixty-five beans, but twenty is a good average.

Curing the Bean.

The curing is chiefly done by Spaniards who have followed this occupation for a long time. The process adopted is slow and laborious. The secret is to evaporate the water in the bean without de-



THE TAHITI BEAN. Courtesy of the Chas. E. Hires Co.

seldom cures and markets his crop. Others buy the green beans and make a business of curing and exporting.

Grades.

The Mexican vanilla dealers have established five grades, namely: First, the vanilla "fina" or legal beans and pods of six and one-half inches long or upwards, short in the neck, sound and black. The beans gradually split and open, when possessed of the foregoing qualities, but the split does not extend more than a third of the length of the pod. This class is again divided into "terciada," which are the shortest; "primera chica," "primera grande," "marca menor" and "marca mayor," the last named the largest of all. Second, "vanilla chica," these, which differ from the terciada only in being shorter, two of them counting as one of the first class. Third, "vanilla zacate," the pods of all sizes, off color, having been gathered before being properly ripened or else over-cured. Fourth, "vanilla cimarrona,"

priving it of any of its oil, and to prevent the bean from molding and not injure the flavor.

Vanilla growing has so far been principally in the hands of Frenchmen, especially around Papantla. These people settled there years ago; they came poor, but by industry and thrift they soon put their plantations on a paying basis and prospered. Women and children all turn out to help at the planting and harvesting seasons. Most of the planters have since grown rich and are living in France, but others continue to make their home in Mexico. The wild vanilla, which sometimes makes its appearance upon the market, is mostly hunted and gathered by Indians. A few Americans have already taken up the cultivation of vanilla, some plantations, ready to bear, being located near Tuxpan. Now, that American enterprise is being directed to the vanilla cultivation, improvements in methods of growing, etc., may be looked for which will tend to increase the production and simplify the process of curing.

Selected Pharmaceutical Formulas.

FROM ALL SOURCES.

Inks.

[Continued.]

ALIZARIN INK.

Alizarin paste.....	225	grs.
Sodium carbonate.....	105	grs.
Extract of logwood.....	375	grs.
Carbolic acid.....	1 1/4	dr.
Water.....	32	fl. oz.

Dissolve the alizarin paste in a little water, in which the sodium carbonate has been previously dissolved. To this add the extract of logwood dissolved in the remainder of the water. Filter, transfer to a large bottle, drop in some iron filings, and expose to sunlight for a week with occasional agitation. Lastly decant and add the carbolic acid, which is intended to preserve the ink.

CHEMICAL INK.

Extract of logwood.....	10	drs.
Alum.....	4	drs.
Potass. oxalate.....	6	drs.
Potass. bisulph.....	1	dr.
Potass. bichrom.....	30	grs.
Salicylic acid.....	10	grs.

Mix the coarse powders.

Sufficient to make two quarts of good ink by the addition of lukewarm water.

BLACK INK POWDER.

(Plain.)

Tannin.....	1	oz.
Iron sulphate, dried.....	3 1/4	drs.
Gum acacia.....	75	grs.
Sugar.....	40	grs.
Aniline water blue, B.....	40	grs.

The above is added to 30 ounces of water and the mixture gently boiled for from fifteen to twenty minutes. When cold strain.

BLACK INK POWDER.

(Copying.)

Tannin.....	9	drs.
Iron sulphate, dried.....	4	drs.
Gum acacia.....	4	drs.
Sugar.....	75	grs.
Aniline water blue, B.....	75	grs.

Prepare like black ink powder, plain.

BLACK INK, COPYING.

Aniline black.....	190	grs.
Sugar.....	1 1/4	oz.
Distilled water.....	3	fl. oz.
Nutgall ink body.....	32	fl. oz.
Carbolic acid.....	20	drops

Dissolve the sugar in the water and the aniline black in this. Add the nutgall ink body, filter and set aside in the sunlight for about a week, shaking frequently in the interval. Lastly decant and add the carbolic acid.

NUTGALL INK BODY.

Nutgall infusion.....	32	fl. ozs.
Iron chloride solution.....	2 1/4	fl. ozs.
Distilled water.....	6	fl. drs.

Allow to stand two weeks before filtering.

INVISIBLE INK.

Cobalt chloride.....	1	dr.
Acacia mucilage.....	1	dr.
Distilled water.....	1	fl. oz.

Dissolve.

The writing becomes blue when the paper is heated, and disappears again on cooling.

BLACK INK.

Bruised galls.....	24	ozs.
Rasped logwood.....	8	ozs.
Iron sulphate.....	12	ozs.
Powdered acacia.....	6	ozs.
Cresote.....	30	drops
Soft water.....	3	gals.

Boil the galls and logwood in the water until reduced to 2 gallons; then add

the other ingredients and set aside for fourteen days, stirring frequently, when it will be ready for use.

RED INK.

Brazil wood	2 ozs.
Sol. protochloride of tin	2 drs.
Mucilage of acacia	2 drs.
Water	1 qt.

Boil the whole together until the bulk is reduced to half; then strain.

RED INDELIBLE INK.

I.

Sodium carbonate	3 drs.
Gum arabic	3 drs.
Water	12 drs.

II.

Platinic chloride	1 dr.
Distilled water	2 ozs.

III.

Stannous chloride	1 dr.
Distilled water	4 drs.

Moisten the place to be written upon with No. 1 and rub a warm iron over it until dry; then write with No. 2, and, when dry, moisten with No. 3. An intense and beautiful purple-red color is produced in this way.

MARKING INK.

Manganese phosph.	1 oz.
Hydrochloric acid	2 ozs.
Anthracine	$\frac{1}{2}$ oz.
Potass. chromate	$\frac{1}{2}$ oz.
Gum arabic, a sufficiency.	
Distilled water	$\frac{1}{4}$ oz.

Dissolve the phosphate in the acid, add the anthracine to the potassium chromate and water, mix the solution, add a little gum and shake.

INKS FOR RUBBER STAMPS.

Aniline red (fuchsin)	$\frac{1}{2}$ oz.
Dextrin	$\frac{1}{2}$ ozs.
Water	$\frac{1}{2}$ ozs.
Glycerin	14 fl. ozs.

Mix the dye and dextrin and dissolve in the water by the aid of heat and add the glycerin.

Various other anilin colors may be substituted for the red. The dextrin may be omitted and alcohol used to add in dissolving dyes not freely soluble in water.

Varnishes.

LABEL VARNISH.

	Parts.
Sandarac	53
Mastic	20
Camphor	1
Oil lavender	8
Venice turpentine	4
Ether	6
Alcohol	40

Place all in a suitably corked container and shake frequently until dissolved; then decant.

PICTURE VARNISH.

Mastic	12 ozs.
Tereli venet	$2\frac{1}{2}$ ozs.
Ol. terebinth	2 pints
Camphor	$\frac{1}{2}$ oz.

Dissolve and strain.

FURNITURE VARNISH.

Colophony	1 oz.
Venice turpentine	3 ozs.
Shellac	15 ozs.
Methylated spirit	45 ozs.

Mix and shake occasionally until dissolved; set aside in a warm place tightly corked for a few weeks and then filter.

ETCHING VARNISH.

Wax	4 lbs.
Black pitch	2 lbs.

Melt together, then add

Powdered asphaltum	4 lbs.
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Stir together.

Polishing Compounds.

LIQUID SILVER POLISH.

I.

Prepared chalk	2 ozs.
Water of ammonia	2 ozs.
Water, enough to make	8 ozs.

II.

Oxalic acid	1 oz.
Crocus martis	2 ozs.
Whiting	4 ozs.
Water, to make	1 pint

III.

Prepared chalk	8 ozs.
Turpentine	2 ozs.
Alcohol	1 oz.
Spirits camphor	4 drs.
Water of ammonia	2 drs.

Mix, apply with sponge and allow to dry before polishing.

IV.

Cyanide potassium	8 ozs.
Alcohol	1 oz.
Water of ammonia	1 oz.
Blue vitriol	$\frac{1}{2}$ oz.
Glauber salts	1 oz.
Soft water	2 gals.

Immerse the silverware in the bath for a few minutes, rinse with clear water and polish with chamois skin or flannel.

POLISHING PASTE.

Ferric oxide	8 ozs.
Paraffin wax	2 ozs.
Lubricating oil	6 ozs.
Oleic acid	1 oz.
Oil mirbane	30 m.

Melt the paraffin wax with the lubricating oil, and mix with ferric oxide previously well levigated; then add the oleic acid and mirbane.

PLANO POLISH.

Balsam fir	1 oz.
Linseed oil	12 ozs.
Ether	2 ozs.
Alcohol	16 ozs.

Dissolve the fir balsam in the ether, then add the oil and alcohol.

VIOLIN VARNISH.

	Parts.
Sandarac	12
Shellac	6
Mastic	6
Elemi	2
Venice turpentine	6
Alcohol	150

Color the alcohol red with cochineal or, for darker color, with dragon's blood; then, by the means of heat, carefully dissolve in it the first four ingredients. Lastly add the Venice turpentine.

MAHOGANY STAIN FOR WOOD.

Rub the surface of the wood with a solution of nitrous acid, and then apply with a brush the following:

Dragon's blood	1 oz.
Sodium carbonate	6 drs.
Alcohol	20 ozs.

Filter just before use.

POLISH FOR COPPER.

Rottenstone, in fine powder	4 lbs.
Bath brick, in fine powder	2 lbs.
Oxalic acid	12 ozs.
Emery flour	1 lb.
Iron sesquioxide	1 lb.

Mix. If desired this mixture may be made into a paste with about 1½ pounds of sweet oil and then applied with a rag and polished with a dry duster.

BRASS POLISH.

I.

	Parts.
Oxalic acid	1
Jeweler's rouge	16
Rottenstone	20
Palm oil	60
Petrolatum	4

Powder the acid, and add the rouge and rottenstone, mixing thoroughly.

Sift to remove all grit, and gradually add the palm oil and petrolatum. A little oil mirbane or oil lavender may be added if desired.

II.

Japan wax	2
Oleic acid	11
Tripoli	7
Oil mirbane	sufficient.

III.

Magnesium carbonate	4
Chalk	4
Jeweler's rouge	7

GOLD VARNISH FOR BRASS.

	Parts.
Seedlac	90
Copal	30
Dragon's blood	1
Ground glass	10
Alcohol	600

The glass is added to accelerate solution.

POULTRY TONIC.

I.

Powdered egg shell or phosphate of lime	4 ozs.
Iron sulphate	4 ozs.
Powdered capsicum	4 ozs.
Powdered black pepper	1 oz.
Powdered fennigreek	2 ozs.
Silver sand	2 ozs.
Powdered lentils	6 ozs.

A tablespoonful to be mixed with sufficient feed for 20 hens.

II.

Oyster shell	5 ozs.
Magnesia	1 oz.
Calcium carbonate	5 ozs.
Bone, ground	$1\frac{1}{2}$ ozs.
Mustard bran	$1\frac{1}{2}$ ozs.
Capsicum	1 oz.
Sodium chloride	1 oz.
Iron sulphate	$\frac{1}{2}$ oz.
Sodium carbonate	$\frac{1}{2}$ oz.
Sulphur	
Beef, lean, dried and powdered ..	$\frac{1}{2}$ oz.
Fine sand	10 ozs.
Corn sand	10 ozs.
Corn meal	20 ozs.
Linseed meal	20 ozs.

Reduce all to moderately coarse powder and mix well.

Cosmetic Applications.

BEAUTY BLANCHE.

Distilled witch hazel extract	12 ozs.
Prepared cucumber juice	12 ozs.
French rose water	6 ozs.
Essence of white rose	6 ozs.
Glycerine of borax	4 ozs.
Prepared talc	4 ozs.
Zinc oxide	2 ozs.
Tincture of benzoin	2 ozs.

Mix well all together.

COSMETOLINE FOR THE SKIN.

Otto rose	$\frac{1}{4}$ oz.
Lanolin	13 parts
Glycerin	13 parts
Tincture benzoin	4 parts
Boric acid	$1\frac{1}{2}$ part

Mix the lanolin and glycerin and add other ingredients when cooling. To be applied night and morning.

SKIN CREAM.

Quince seeds	4 drams
Water	42 ozs.

Bruise the seeds, add to water, and bring to boiling point; let stand for twelve hours and strain. Then add

Boric acid	2 drs.
Glycerin	12 ozs.
Alcohol	10 ozs.
White rose extract	4 drs.
Jockey club extract	4 drs.

Put in three-ounce bottles.

SKIN GLOSS.

Potash	50 gm.
Spermaceti	56 gm.
Rice flour	500 gm.
Benzoin powder	50 gm.

Bitter almond oil as required.

(To be continued.)

Prize Essay.

Brief, bright essays on subjects of interest to pharmacists are invited for the Prize Essay Department of the "American Druggist." For every article printed, long or short, the "American Druggist" will fortnightly pay \$5.00.

THE PHARMACIST AND PERFUMES.

BY GEORGE L. KELLY.

WITH the powerful competition to which the pharmacist is now exposed he finds it necessary to take advantage of every opportunity for making even a small profit. Many lines that in former times we could afford to neglect we are now obliged to foster. There are many such lines, but in this article perfumers only will receive attention.

Just why the pharmacist does not give more of his attention to his perfumery department it is very difficult to understand. It is almost the only department in which the old prices obtain, and which promises a continuance at the same favorable figures. More than this, the perfumery business is constantly growing. The demand for the perfumer's products to-day far exceeds that of a few years ago.

By way of furnishing a reason for the small sales which generally obtain in this department it may be stated that it is probably due to one or more of three causes. The line may be undesirable—too poor, too cheap, too expensive, unattractive, etc.; or it may be too small; or, being satisfactory in these particulars, the stock may be in a position unfavorable for display purposes. Any one of these faults would diminish the sales.

Character of Stock Important.

One of the first requirements in building up a trade on perfumery is a stock adapted to the particular class of trade for which it is intended. People who are accustomed to have the best of everything will not care to purchase an inferior line of goods, nor will poor people care to buy high-priced, imported perfumes. Of course, the ideal method is to carry a line to meet the demands of each class—usually three in number. But in some cases it will be found desirable to try to strike a medium—thus in some measure pleasing all; and in other cases it will be necessary to decide which class is the most profitable to cater to.

The class that wants the best at any price, together with those who might be termed fastidious, will call for imported perfumes. That some French products are superior to any marketed by American houses no one will deny; but French perfumes as produced by some houses are just as poor as the poorest American product. If the pharmacist intends to deal in imported perfumes let him be guided by the motto, "The best is none too good."

Middle-Class Trade Most Profitable.

Many—I think, most—will find the most profitable class of trade to be what

may be described as the middle class. These people want a good article, and they are usually willing to pay a fair price. The best domestic perfumes will meet the needs here. In domestic perfumes we find the highest quality compatible with their extremely reasonable price. The French may make better perfumes than we do in America, but if they do, then their prices are more than proportionately higher.

For the poorer class, such as may be found in factory towns and cities, a grade of perfumes combining a fairly good quality with a reasonably low price may be easily obtained.

When the quality or qualities have been decided upon, a little experiment must be made to determine the most popular odors. This is always somewhat uncertain, as it is influenced by the seasons and by certain fads or fashions. Everyone, however, will find that some odors seem to retain the popular favor for a longer time than others. In this matter the most that one can do is to carry a stock that will nearly—if not quite—supply the demand for variety. Of course, the larger the assortment the better; but this must of necessity be limited both by the space to be given and the amount of money to be invested.

Bulk Perfumes Profitable.

As bulk perfumes offer a larger margin than package goods, the pharmacist will always endeavor to sell more of the first. But for gifts and other purposes a pretty package is often called for, and to meet this demand a certain stock of package goods must be carried. In this, too, the French can do better work than American manufacturers; but recently many American houses have issued packages that are excelled but little, if any, by those of their foreign competitors.

Having now decided upon the quality and quantity of our stock, the next step is to effectively display it. Perfumes deserve a prominent position, not alone for the large profits to be obtained from their sale, but because of the attractiveness of an intelligently displayed line of perfumes.

Displaying Perfumes.

In choosing a position suitable for the effective display of his goods, the pharmacist must have a mind for more than mere appearance. Perfumes are susceptible to the influences of light and heat, and for this reason care should be taken in the position given them that it be favorable to the goods in this respect. Bright, direct sunlight causes the color to fade and changes or destroys the odor of perfumes. The change in odor is produced by its effect upon the resinous substances in the perfumes. Heat causes the

odoriferous principles to volatilize allowing them to escape if the stopper be removed while the perfume is yet warm. Extreme cold, on the other hand, causes in some perfumes, notably rose and heliotrope, the precipitation of certain of the ingredients rendered insoluble by the cold. Perfumes should never be exposed to the direct rays of the sun, but as to the temperature, no concern need be felt if that is kept between 50° and 80° Fah.

Within the limits of this article it will be impossible to treat of window displays of perfumery, but I may say in passing, if the pharmacist has a closed window, from which he can exclude dust and dirt, that a window dressed with perfumes makes an exceedingly attractive display, and is usually very gratifying in the trade that it draws.

An Idea in Display.

For ease of access and purposes of display it will usually be found most satisfactory to place the package perfumes, toilet waters, etc., in a tall combination display case, with the bulk perfumes immediately behind in a wall showcase. In this way the goods most affected by dust are protected from it, and goods to which access is most often desired can be reached with the minimum amount of trouble. The fancy bottles of perfumes can be attractively arranged in the lower compartment of the showcase, while the larger bottles of cologne, Florida and other toilet waters may be displayed in the upper part. With care and an effort at tasteful arrangement the display can be made to have a very pretty effect.

When the pharmacist has a line of perfumes suited to the needs of his customers, including the odors for which there is most demand, and with the whole tastefully displayed, he has done nearly all in his power to make the department a success. Aside from this, the sales may be helped by the sampling cases supplied by many manufacturers with their goods. Another method of interesting customers is by mixing special odors for them. By practice a considerable expertness may be acquired in combining perfumes to make new and delightful odors.

The perfumery department is worthy the pharmacist's best efforts. The line is clean and dainty and it does much to elevate the tone of the store. But more than all else in their favor, perfumes pay, a large profit.

ELIXIR OF HAMAMELIS.

[Riforma Medica.]

Fluid extract of hamamelis.....	3
Syrup of bitter orange peel.....	50
Tincture of vanilla.....	2
Alcohol.....	18
Distilled water.....	27

M. Dose: Tablespoonful t. i. d.

FACE WASH.

Borax	1 dram
Solution of carmine, q. s.	
Glycerin	4 drams
Spirit of rosemary.....	3 drams
Rose water, enough to make....	6 ozs.

Filter bright.

FLESH COLORED WASH.

	Parts.
Prepared chalk	200
Zinc white	200
Powdered orris root	50
Cinnabar	30
Oil sweet almonds	60
Camphor	3
Oil peppermint	3
Tincture saffron	20
Perfume essence	15

Pharmaceutical Progress.

New Remedies—Improved Processes—Modern Inventions—Wrinkles in
Dispensing—Tests and Reactions.

To Solidify Petroleum.—C. Rosengren (Chem. Zeit., 1899, 382) proposes to solidify petroleum oils by dissolving in it cholesteric acid, heating to 120° to 200° C., adding an alkaline hydrate sufficient to saponify about one-half of the quantity of fatty acid present, driving off the water by the aid of heat and then cooling. The mass can be made to any desired consistency by varying the proportion of cholesteric acid added. The solidified oil is admirably adapted for use on heavy bearings.

Yellow Fever Germ.—It is now conceded that Prof. Giuseppe Sanarelli, of Bologna, Italy, is the discoverer of the specific germ of yellow fever. Dr. H. D. Geddings, of the Marine Hospital Corps, has investigated in New Orleans and Havana and will report the bacillus icteroides to be the germ. Sanarelli's serum was presented to the U. S. Government two years ago and it has been tested in the South, but not found to be of sufficient strength. This, however, will be corrected.

A Reagent for the Detection of Formaldehyde.—C. Neuberg (Bericht Deutsch Chem. Ges., 1901) recommends as a reagent for the detection of formaldehyde the hydrochloride of para-dihydrazinodiphenyl. An aqueous solution of this substance on being warmed in even dilute solution gives a flocculent yellowish precipitate in the presence of formaldehyde. Solutions containing 1 part of formaldehyde in 5,000 when treated with a few drops of the reagent and heated turn momentarily yellow, a crystalline precipitate rapidly making its appearance.

The Assay of Hydrastis Preparations.—A new method of assay for preparation of hydrastis caladensis is proposed by Rusting (Phar. Central through B. & C. Druggist). Ten Gms. of (say) the liquid extract and 20 Gms. of water are evaporated to 20 Gms., and the liquid filtered through kieselguhr. Ten Gms. of the filtrate are mixed with 25 Cc. of ether and 3 Cc. of ammonia water, and after well shaking 25 Cc. of petroleum ether is added, together with 2 Gms. of tragacanth in powder. Forty Cc. of the ethereal layer is evaporated to 15 Cc. when the hydrastin crystallizes out, and can be weighed.

Purification of Acetylene.—P. Wolff states (Chem. News) that the method of purifying acetylene proposed by Frank gives good results. It consists in the use of acid solutions of certain metallic salts, particularly copper chloride, and results in the transformation of part of the acetylene into aldehyde. It is claimed that 1 litre of the solution employed will purify 14 cubic metres of acetylene, and that the liquid can be regenerated by boiling, followed by aeration. As an alternative process the use of chlorinated lime con-

taining a small quantity of an alkaline chromate is proposed. In this method the free chlorine is absorbed, and the acetylene does not undergo any decomposition.

The Quantitative Determination of Salicylic Acid.—Fresenius and Grünhut have made an exhaustive examination of the methods proposed for the estimation of salicylic acid, and they find (Zeit. fur Anal. Chem.) that the most reliable results are obtained by the method proposed by Freier, which depends on treating the salicylic acid solution with excess of bromine (in solution of potassium bromide), by which a tribromophenol bromide is formed, of the composition C₆HBr₃OBr. The excess of bromine is estimated by adding potassium iodide and titrating with sodium thiosulphate, by which the equivalent quantity of bromine is calculated. This is subtracted from the original quantity used, and the amount of salicylic acid is thus calculated.—B. & C. Druggist.

Aspirin, the new substitute for the salicylates, has been recently tested with much success in the Medical University Clinic of Berlin by Dr. Wohlgemuth, and in the Deaconess Hospital of Halle by Dr. K. Witthauer, physician-in-chief to that institution. Aspirin is a modified form of salicylic acid, in which one atom of hydroxyl has been replaced by an atom of acetic acid. It appears in white crystalline needles, having a melting point of 135° C. It dissolves in water of a temperature of 37° C. to the extent of one per cent, but is readily soluble in alcohol and in ether, and on addition of chloride of iron to the solution does not give any bluish color. It is insoluble in fluids of an acid reaction. According to the exhaustive experiments of Professor Dreser, aspirin passes practically undecomposed through the stomach, and liberates its salicylic constituent only in the alkaline fluids of the intestine. For this reason it is entirely devoid of the gastric disorders so commonly associated with the administration of salicylate of sodium. Its decomposition in the intestinal canal is so gradual that the system is never subjected to the excessive absorption of salicylic acid, and hence, unlike the salicylates, it is free from depressing action upon the heart or disturbing effects upon the nervous system. Aside from these important qualities, aspirin has the further advantage of an agreeable taste. The dosage is the same as that of salicylate of sodium, a pleasant form of administration being a mixture with sugar.

Medicated Salve Pencils.

Salve pencils are much used in Germany for the local application of remedies for various skin diseases. These pen-

cils are generally about four inches in length, and from a third to three-fourths of an inch in diameter. The following directions for their preparation are taken from a little book by Roderfeld, entitled "Winke für die Pharmaceutische Reception." The mass from which the pencils are made consists of the following:

	Parts.
Resin	5
Olive oil	40
Yellow wax	45

Where there is more than 10 per cent of a solid or powdered medicating substance to be added a corresponding amount of wax should be omitted. In pencils containing carbolic acid, creosote, creolin or lysol, powdered olibanum should be substituted for the resin. As much as 20 to 25 per cent of these drugs can then be incorporated in the mass. If a larger proportion of the liquid medicaments are to be incorporated in the pencils a corresponding amount of olive oil should be omitted.

The pencils are formed by pouring the molten, medicated mass, previously cooled as far as practicable without making it impossible to pour it into paper moulds. These moulds are made by wrapping waxed paper about a stick from a third to three-fourths of an inch in diameter, pasting the edges of the paper and fastening the end with sealing wax. When filled with this ointment mass the moulds should be set aside in a cold room for several hours, and the pencils then carefully removed from the moulds. It is a good plan to wrap each pencil, when finished, in tin foil. Below are given several formulas for preparing these pencils:

CREOLIN SALVE PENCILS.

	Parts.
Yellow wax	40
Olive oil	30
Olibanum	20
Creolin	10

CARBOLIC ACID PENCILS.

	Parts.
Yellow wax	50
Olibanum	20
Carbolic acid, cryst.	30

CHRYSAROBIN PENCILS.

	Parts.
Yellow wax	40
Olive oil	35
Resin	5
Chrysarobin	20

Triturate the chrysarobin with one part of olive oil as fine as possible. Melt the other ingredients together, and when nearly cold, add the chrysarobin and oil; mix thoroughly and pour into moulds.

SKIN FOODS.

I.

Petrolatum	7 ozs.
Paraffin wax	1/2 oz.
Lanolin	2 ozs.
Borax	30 grs.
Rose water	3 ozs.

Melt the wax, add the petrolatum and lanolin, pour into a warm mortar, and with constant stirring incorporate the rose water, in which the borax previously has been dissolved. This preparation may be tinted red by means of alkanet root suspended in the melted mixture ere the water is added; or chlorophyll or anilin green may be added to give the preparation a green tint.

II.

Petrolatum, white	8 ozs.
Paraffin wax	1 oz.
Lanolin	2 ozs.
Water	2 ozs.
Oil of geranium	20 drops

Melt the paraffin, add the petrolatum and lanolin; pour into a warm mortar and with constant stirring incorporate the water and the perfume.

THE BRITISH CONFERENCE.

Following we present abstracts of three excellent papers presented at the recent meeting of the British Pharmaceutical Conference:

Assay of Galenical Preparations of Ipecac.

E. H. Farr, F.C.S., and R. Wright, F.C.S., have studied the entire subject of ipecac assay and conclude that the process of assay laid down in the British pharmacopoeia is undoubtedly the most unsatisfactory of all the processes proposed, that that of Wilson is a great improvement, but that it yet remains for practical pharmacists to evolve a process for the assay of the galenical preparations of the drug which shall combine the requisites of economy, accuracy and rapidity. The principal faults in both processes are pointed out as being (1), The use of the larger quantity of material than is either necessary or desirable; (2), The loss involved in the undue dilution of the liquid; (3), The error of regarding the weighed product as pure, or approximately pure alkaloid. This latter error is very clearly indicated by the great difference in the results shown by titration on the one hand, and by weighing on the other. The trustworthiness of the results obtained by titration was demonstrated by comparing the actual weight of purified alkaloid obtained from a particular lot of the impure alkaloid with the amount indicated in the same lot by titration. The authors propose the following process for assaying the fluid extract.

Five Cc. of the fluid extract is placed in a small porcelain dish, 10 drops of diluted sulphuric acid, B. P., added, with 5 Cc. of water, and the mixture evaporated over a water-bath until the volume of liquid is reduced to about 3 Cc. This is run into a separator, the dish carefully rinsed with 10 drops of water and then with 15 Cc. of chloroform, the whole being transferred to the separator. An excess of ammonia is added, and the mixture well shaken and allowed to stand until the chloroform has separated. This is run off, and the agitation and separation repeated with two successive quantities of 5 Cc. of chloroform. The chloroformic solutions are bulked, and the alkaloids extracted by shaking with three successive quantities of 10 Cc. of 1 per cent sulphuric acid. The acid-alkaloidal solutions are drawn off in turn and mixed. The alkaloids are finally recovered from this solution by repeating the treatment with ammonia and chloroform. The solution of the alkaloids in chloroform is then evaporated in a tared dish over a water-bath until all the chloroform has been removed. The weight is taken, and the alkaloidal residue titrated with decinormal HCl and vingtinormal NaOH, as previously described.

For quick work the following process is employed: Two Cc. of the fluid extract is acidified and evaporated, and the alkaloids extracted with chloroform as described above. The chloroformic solution of the alkaloids is evaporated to dryness and the residue titrated at once.

In the determination of the alkaloidal value of the wine and vinegar, they recommend the following process:

Fifty Cc. of the sample is placed in a porcelain dish, 10 drops of diluted sulphuric acid is added, and the liquid evaporated to about 5 Cc. It is then trans-

ferred to a separator, the dish rinsed with a few drops of water and 10 Cc. of chloroform, and the alkaloids determined as described in the process for the fluid extract.

W. A. H. Naylor, F. T. C., and John J. Bryant, have also attacked this question of ipecac assay, and have formulated and propose for use the following method as being at once rapid and accurate, its principal recommendation being its rapidity: 10 Cc. of liquid extract is placed in a basin over a warm water-bath until the alcohol is dissipated. The solution is transferred to a 50-Cc. flask, and the basin is washed with small portions at a time of a mixture of 2 Cc. of diluted sulphuric acid and 80 Cc. of water. The solution is filtered, and water passed through the filter until the volume is 50 Cc., of which 25 Cc., representing 5 Cc. of liquid extract, is transferred to the separator with the little water used for washing the measure, and shaken with two successive 10 Cc. of chloroform. The chloroform washings are rejected, the aqueous portion made alkaline with ammonia extracted with three successive 10 Cc. of chloroform, the chloroform extracts evaporated to dryness, weighed, and titrated with decinormal acid.

For the assay of the wine the following adaptation of the previous process is recommended: 100 Cc. is evaporated over the water-bath to 10 Cc., a little kieselguhr stirred in, the mixture transferred to a beaker, and the basin washed with a mixture of 2 Cc. of dilute sulphuric acid and 20 Cc. of water. The solution is then filtered, and water passed through the filter until the volume measures 50 Cc. Of this filtrate 25 Cc. is taken; which represents 50 Cc. of the wine and the remaining operations are conducted as detailed in the above process.

Estimation of Pilocarpine with Notes on Its Salts.

H. A. D. Jowett, D.Sc., has carried out quite an exhaustive study of this subject in the Wellcome Chemical Research Laboratories, paying particular attention to the identity tests of the nitrate (which is official in the British Pharmacopoeia), and of the hydrochloride (which is official in the U. S. P.). Dr. Jowett proposes the following process for the assay of preparations containing pilocarpine: Several methods are available for extracting the total alkaloid from jaborandi or its preparations, and any of these may be used to obtain the mixture of amorphous bases. On obtaining these as a varnish the residue is dissolved in a small quantity of a saturated alcoholic solution of pilocarpine nitrate, and to this is added a strong alcoholic solution of nitric acid (freshly prepared) until the solution is faintly acid. It is set aside to crystallize after the addition of a small crystal of pilocarpine nitrate. It is then allowed to stand for two hours, without concentration, stirred vigorously, and any crystals which have separated are filtered off, drained by the filter pump, washed with the saturated alcoholic solution of pilocarpine nitrate, dried, and weighed. From the weight of crystalline nitrate thus obtained the percentage of bases in the total alkaloid-yielding crystalline nitrate can be calculated.

It is sufficient in most cases to assume this to be pilocarpine, but if a very accurate determination be required the

melting-point and specific rotation of the nitrates should be determined, and from these data can be calculated the amount of pilocarpine present.

For pharmacopoeial purposes the author would suggest the following:

Pilocarpine Hydrochloride.—White crystals, deliquescent in damp air. Soluble in less than its own weight of water, and in 10 parts of absolute alcohol, almost insoluble in ether or chloroform. When the salt dried at 100° is heated in a capillary tube it melts at 200° to 204°. The specific rotatory power in aqueous solution should be $-\alpha_D^{20}$ to $-\alpha_D^{22}$. On ignition the salt yields no residue (absence of inorganic impurity). A concentrated aqueous solution gives no precipitate on the addition of ammonia water and only a few oily drops, which quickly redissolve, on the addition of aqueous solution of sodium or potassium hydrate (distinction from most other alkaloids). Affords the characteristic test for chlorides.

PHARMACOPOEIAL STANDARDS FOR EUCALYPTUS OIL.

BY RICHARD T. BAKER AND HENRY G. SMITH,

Technological Museum, Sydney, Australia.

The above authors contributed the following interesting communication to a recent number of the London "Chemist and Druggist." While their statement was made with especial reference to the requirements of the new British Pharmacopoeia, the facts stated are of the greatest general interest:

The recent prosecutions in England of chemists selling eucalyptus oil which did not correspond to the standard laid down in the British Pharmacopoeia, 1898, reported lately in your paper, leads us to consider whether something cannot be done to place this subject on a more equitable basis than is at present the case. We desire a standard that will cause to be supplied to the purchaser an article of guaranteed quality, and one which will be just to the manufacturer, the chemist, and the general public.

As officers of the Technological Museum, Sydney, our object is to place this matter on a sure foundation, and to endeavor to establish the industry on correct scientific knowledge. To this end an experimental plant has been erected at the museum for distillation and investigation of the oils obtainable from the leaves of New South Wales species of eucalypts. The work has now been proceeding for nearly three years, and material has been obtained from over sixty distinct species. No pains or expense have been spared to make this research absolutely correct as far as it is possible to do so. Botanical material of all the species treated has been preserved for future reference, and also full data of the results. A large amount of scientific evidence has been brought to light by the research. We hope to have the results published at the end of the year. In the meantime we submit the following as a slight contribution to the discussion in reference to the standard for these oils.

Within a few weeks of the receipt of the new Pharmacopoeia in Sydney we read a paper before the Royal Society of N. S. W. "On the Stringybark Trees of New South Wales, especially in regard to their Essential Oils," on July 6, 1898, in which we criticised the sp. gr. standard of the new Pharmacopoeia for eucalyptus oils, and showed that the minimum 0.910 is too high for some first-class oils, while it does not serve the object of protecting the

public, because, while condemning excellent oils, it enables those containing all their objectionable properties to pass the test, and is distinctly conducive to the encouragement of the sale of objectionable oils, or those unrectified. We presume that it is recognized to be desirable to remove by rectification the objectionable ingredients always present in crude oils, such as the aldehydic bodies present in small quantities, and those constituents boiling at a high temperature which give the crude oil of some eucalypts a dark color, and the non-volatile portions brought over in the first distillation which tend to give the oil an objectionable odor.

Carefully-rectified oil from species yielding eucalyptol should be but little colored, and in some cases may be quite water-white, should be volatile, and have a not unpleasant odor. But if the crude oil of some species of eucalypts is rectified by redistillation, the product cannot stand the sp. gr. test, 0.910, as fixed by the Pharmacopoeia. We have noted several instances of this fact during these researches, and think it detrimental to the best interests of the public to fix the sp. gr. so high. We give an illustration or two. The oil of the red stringybark, *E. macrorhyncha*, F. v. M., may be cited as an extreme case; samples obtained from leaves collected in March from two localities gave a crude oil having a sp. gr. of 0.927. On rectification only about 65 per cent of this oil distilled below 193° C., while no less than 27 per cent distilled between 268° and 289° C., and had a sp. gr. of 0.9542; this fraction consisted largely of the stearoptene "eudesmol," discovered by us in eucalyptus oils in August, 1897. The fraction distilling below 193° was colorless, very pleasant to taste and smell, exceedingly volatile, and by the most rigid phosphoric-acid test contained from 50 to 53 per cent of eucalyptol; it scarcely showed any optical activity, the specific rotation for one sample being $[\alpha]_D^{+1.11^\circ}$, while another was absolutely nil. It was difficult to detect the presence of the minute quantity of phellandrene, and when treated with phosphoric acid became quite solid and hard. Now, an oil of this character stands condemned on the sp. gr. test of the Pharmacopoeia of 1898, because the sp. gr. at 14° C. was only 0.9054, while another sample gave a sp. gr. of 0.9035 at 18° C. It stands to reason if such an excellent oil is to be condemned on the sp. gr. test alone, some other method of rectification will be adopted. When the crude red oil was agitated with a solution of potash the color was removed, it being of an acid character, and a white oil was obtained which had a sp. gr. of 0.927, had scarcely any rotation, contained a fair percentage of eucalyptol, and but a minute trace of phellandrene—in fact, answered to the tests of the Pharmacopoeia. Now, it is surely not in the public interest to frame a standard that will force an oil on the market containing all the objectionable constituents of this oil while condemning the excellent rectified product obtainable from it.

We have obtained the oil from another species of eucalyptus (a new one) which consisted very largely of eucalyptol (70 to 72 per cent), and this oil when rectified would not stand the test of sp. gr. if 0.910 was insisted upon, although it is probably one of the best eucalyptus oils ever yet distilled. The reason is apparent, and it is unfortunate that the present Pharmacopoeia standard should have been formulated on results

obtained principally from researches carried out on one oil of good quality—viz., that of *E. Globulus*. The oils of the globulus group of eucalypts are usually more or less yellowish in tint and contain terpenes, having a fairly high sp. gr., in greater abundance than is found in other oils equally as good. The presence of these terpenes naturally raises the sp. gr. of the oils containing them in good quantity, although it does not increase the eucalyptol content.

In 1895 Bourchardat and Tardy (Compt. Rend., 1895) discovered that the oil of *E. Globulus* contained a pinene which they proved to be dextropinene. We have found that all the oils belonging to the globulus group contain pinene in small quantities. Last year we found that the oil of some eucalyptus trees consisted almost wholly of pinenes, and both dextropinene and laevopinene were obtained from different species—in fact, the oils from both trees contained the pinene in such abundance that the oil might be used as commercial oil of turpentine, either considered as australene or terebenthene, as the pinene of right or left rotation was utilized. This was the first time that the laevopinene had been detected in eucalyptus oils, and the matter was brought before the Royal Society of N. S. W. by one of us in a paper, "On the Pinenes of the Oils of the Genus *Eucalyptus*," in October, 1898. It is thus apparent that the pinenes enter largely into the composition of these oils, and the non-rotation displayed by some of them is probably accounted for by the balancing of the rotation of each, as when isolated these pinenes are found to have a higher rotation both to the left and to the right than have the pinenes obtained from the *Coniferae*. Now these pinenes have a sp. gr. of 0.875 at 4-4° C., and 0.8629 at 18-16° C. Eucalyptol when first obtained has a sp. gr. about 0.927, so that if we have an oil containing 40 per cent of terpenes allied to the pinenes of a sp. gr. about 0.865, and 60 per cent of eucalyptol of sp. gr. about 0.927, it is at once seen that the product will have a considerably less sp. gr. than 0.910. It thus appears evident that the sp. gr. standard of the Pharmacopoeia has been fixed (unintentionally) on the presence of terpenes having a high sp. gr., and that the eucalyptol content has had but little to do with the fixing of this sp. gr. standard. The bugbear appears to have been the supposed product of *E. amygdalina*, Labillardière, and it may appear a paradox, but it is nevertheless a fact, that we find the oil from the typical *E. amygdalina* of Labillardière gives a fair oil, and it has not been the product of the typical *E. amygdalina* that has received the condemnation of experts, but that of a variety recently named by Maiden and Deane as *E. amygdalina*, var. *latifolia*. This fact clears up much that was previously misunderstood, and accounts for the different determinations arrived at on the supposed product of this species.

It is also certainly a fact that in its chemical constituents and behavior the typical *E. amygdalina* is more closely allied to *E. piperita* than to any tree known to us. The oil from the typical *E. amygdalina*, Labillardière, when obtained at the right time of the year, will eventually be sold as commercial eucalyptus oil, and be able to pass even the present standard fixed by the Pharmacopoeia for eucalyptus oil. We have one sample containing 45 per cent of eucalyptol, and it would be

well for commercial reasons if it were possible to rearrange the naming of these trees.

It has been supposed that specific differences are not well marked in some of the species of eucalypts, but our botanical and chemical researches have shown us over and over again that the same species gives a product identical in composition, no matter where grown, providing it is collected at the same time of the year, and that specific differences are well marked and appear constant. We would also draw attention to a letter by Mr. Parry, in the "Chemist and Druggist," January 28, in which he states that he has found oils having over 50 per cent of eucalyptol and only a sp. gr. of 0.9505, and in doing so we would like to state that it is very necessary that the temperature should be correctly given at which determination was made, as great differences would else arise. We have made careful determinations of an individual oil between the temperature of 10° C. and 26° C., and we find that the increase in sp. gr. below 15° C. and the decrease above that temperature is fairly constant, the difference in sp. gr. being almost identically 0.00075 for each degree of temperature, so that an oil having a sp. gr. of 0.905 at 22° C. would have a corrected sp. gr. for 15° C. of 0.91025.

As regards the other tests of the 1898 B. P. standard for eucalyptus oil we wish to offer no protest; but we think it would have been better to have stated the gravimetric content of eucalyptol required. If 48 per cent of eucalyptol was made the standard (we say 48 per cent, because at times the oil of *E. Globulus* contains barely 50 per cent), then the sp. gr. might be lowered to 0.900; but if the determination of eucalyptol stands as now, a qualitative one, then perhaps it would be well to fix the sp. gr. at 0.905 at 15° C.

It is important to limit the rotation of a ray of polarized light either way to 10° for a tube 100 Mm. long. In your issue of January 28, page 115, you ask the question, "What is eucalyptus oil?" and then give an answer as follows: "We say not that of *E. amygdalina*, but any oil answering the B. P. requirements." We say that the oil of the typical *E. amygdalina*, of Labillardière (and, of course, this is the only one entitled to the name), when collected according to the ascertained conditions will answer the tests of the B. P., 1898, and that it is not the typical *E. amygdalina* you mean, but another tree, which we hope to see abandoned for the extraction of eucalyptus oil, and it is from this tree that most of the amygdalina oil exported to Europe is obtained [which is, of course, our point—viz., that amygdalina oil sold in this country does not answer any of the B. P. tests.—Ed. C. & D]. If these tests were fixed, then only a small quantity of phellandrene could be present. From the results of our researches it is impossible to prove the adulteration of eucalyptus oil with commercial oil of turpentine, because pinenes identical with those of the *Coniferae* exist in eucalyptus oils, and if the standard was fixed at 48 per cent of eucalyptol, sufficient margin does not exist to allow such sophistication.

In summarizing our results it appears to us that, if the standard for eucalyptus oils was corrected as follows, that all requirements would be met:—"Sp. gr. 0.900 to 0.925 at 15° C....and should contain gravimetrically not less than 48 per cent of eucalyptol (cineol)."

The Social State of Pharmacy in the Netherlands.*

By E. J. VAN ITALLIE, APOTHEKER.

Pharmacy is practiced in the Netherlands according to the law of 1865, which limits the dispensing of drugs, with few exceptions, to the pharmacists. These exceptions are the case in which it may be permitted to a physician to compound medicines in places where no pharmacist is established. The number of dispensaries kept by physicians exceeds that of the pharmacies kept by apothecaries. In many cases there are two or more physicians in one district, each of whom has his own dispensary. It is a matter of course that, in several of these places, an apothecary might establish himself very well with views of gaining a sufficient livelihood. But, as the permission to keep a dispensary accorded to a physician only finishes at his departure, or at his death, there is, therefore, much risk connected with the establishing of a young apothecary. So it is very apparent there is not much chance for them in this way. Still, it would not be such a bad thing, as the complaints of an over-supplied market of apothecaries are becoming louder and louder every year.

No regulations restrict the number of the "apotheken" in Holland, as is the case in Germany; everyone who has passed the examination for apothecary may establish himself wherever he will. People would think that in this way the number of "apotheken" should have increased considerably, on account of the over-production of pharmacists. This, however, is not quite true. Certainly the number of shops has increased in the last ten years, especially in the big towns, but comparing this number with that of about thirty years ago, the difference is not so very great. Evidently there has been a change in these years, and it would be interesting to find out the causes.

About fifteen years ago the number of "apotheken" was diminishing heavily, and as the want for pharmacists became greater, the number of young men who were studying in this line increased. For some time all these young "apothekers" could count on a good prospect, whether by establishing a pharmacy or by taking possession of an old one, by acting as apothecary of a hospital or finally as a so-called "provisor" in the dispensary of the heirs of dead colleagues. For it is very often the case that after the death of an apothecary, his widow or children carry on the "apotheek" by another pharmacist, who legally bears the responsibility as the head of it. This case has expressly been provided for in the law, and we will further on have an opportunity to refer to this matter again.

Pharmacists Increasing, Pharmacies Decreasing.

The abundance of young apothecaries is so very great, however, that the chances of finding a good living in one of the mentioned ways are getting smaller every day. The number of inhabitants of the Netherlands is increasing regularly and quickly, and it would, therefore, be expected that the number of pharmacies would do the same. This, however, is not the case. Most of the existing "apotheken" do not produce the same amount as they did before, and the value of most

of the "apotheken" has come down considerably. It is a matter of course that, knowing this, the desire of establishing a new business is not very great.

When considering to what to ascribe the decline of the business, we have to bear in mind different factors. In the first place attention must be paid to the modern therapy. With young physicians there is an inclination to nihilism as far as medicines are concerned, and consequently there is prescribed less than in former days. In the second place, the old galenicals, which were prepared by the apothecary himself, and on which a pretty good profit could be made, have been partly crushed out by synthetic remedies. These medicines, mostly protected by patent, besides producing only a very small profit, are in many cases a big loss for the apothecary, these "flies of one day" remaining in his hands.

Another factor in the decrease of income is the fact that people do not always buy their medicaments in dispensaries. In former days there was an examination to pass for druggists ("drogisten"), who were not allowed to prepare prescriptions, but only might sell un compounded medicines in small quantities. This examination was repealed in 1865, and this category of druggists is gradually becoming extinct. In 1898 there were only 54 left in the whole country. Instead of them, however, another kind of so-called druggist has appeared who injure the apothecaries much more. Especially they are assistants, who, discontented with their existence and allured by the expectation of an independent position, enter into competition with the pharmacists. After the publication of the Pharmacopoeia a list was made, by Royal decree, which contains a number of articles and preparations which may only be sold above a fixed quantity by apothecaries and physicians who have a permission to dispense.

This list, known as list C (which begins with acetanilidum 25 grammes, acetas aethylicus 100 grammes, etc.), should really reserve the whole of the retail trade in medicines to the "apotheek." But as, notwithstanding the numerous complaints, this law is never maintained morally, the druggists transgress the list continually and sell as much as they like. When these unqualified persons only confine themselves to transgressing list C, and are not going to prepare prescriptions, the apothecaries, who dread their competition, are very glad.

These so-called "wild" druggists have established an association which publishes its own paper. They even urge on the Government the re-establishing of the old druggists, and they demand a seat in the just-elected Pharmacopoeia Committee. They demonstrate this demand by pretending that this committee will have to revise list C, and their class not being represented in this committee, they fear their interests will be neglected.

Women in Pharmacy.

We said that the "wild" druggists are especially derived from apothecary assistants, and we will try to find out the causes. Some years since women in the Netherlands have devoted themselves to study. It is far from us to find fault with this; on the contrary, we applaud the fact that in science women will vie for the mastery with men. But there is a great objection which reveals itself also in the question we treat of. The labor of women is not yet paid for as that of men.

Do they perform less? Is less expected from them? We will leave this question unanswered here. It is a fact that in the Netherlands nearly in every line the salary of woman is inferior to that of man.

In the first years after the institution of the assistants' examination (1879) there were only a few female candidates. In 1883 the number of the female was about the same as that of the male, while after 1888 the number of ladies has exceeded that of gentlemen. It is a matter of course, that on account of the numerous ladies who offered, or perhaps had to offer their working power for lower prices, (1) a part of the male assistants are crowded out of the pharmacies, and (2) the desire of young men to enter on a pharmaceutical career has diminished. The crowded-out assistants have tried to choose another business, and when they succeeded in this, they found followers who tried no more to seek for a lasting employment in the dispensary, but who threw themselves at once on this irregular trading as an easy means of getting an independent position. The real fact is now, that in any place of importance, one or more assistants have established themselves as "wild" druggists.

The abundance of female assistants has still another objection. They mostly come from a class of people who are standing on a higher step of the social ladder than the category which forms the male assistants, and so they have in this way popularized—if not vulgarized—pharmacy among their relations, who ought to belong to the good customers of the apothecary. Nearly everyone in the country has a daughter, sister, cousin or acquaintance who has passed the examination for apothecary-assistant, and though this argument seems to have no meaning, it is a sure thing that it has helped to give the public a knowledge which is to the detriment of the apothecary.

As is seen, the causes of this uneasiness are many and various, and this point has been a topic of discussion at the general meetings of the Dutch Pharmaceutical Society. In 1888, even a "Malaise" committee was elected, which published a very important report; its effects, however, did not yield many results. Several times the above-mentioned society addressed petitions to the government to ask for the better maintaining of the laws or the modification of those laws, but until now it has been in vain; the transgressors of list C are scarcely ever prosecuted, and even if it happens a penalty of 50 cents or 1 guilder (ten pence or one and eight) is given. Surely this is not a very deterrent punishment. Meanwhile we have not finished yet with mentioning the different causes of the uneasiness in pharmacy.

Until now we have only treated of the damage which arises to the apothecary on account of external causes, but another danger is growing out of the bosom of pharmacy itself. We have seen that the heirs of a deceased apothecary often keep the business going on their own account, and the law admits this. Indeed, Art. 19 of the Pharmacy Act says: "The dispensary of an absent, ill or deceased apothecary can be attended by an apothecary not in business for himself after his diploma has been legalized by the medical superintendent. The attending apothecary is responsible for what is to be found in the dispensary, and for the preparing of the medicines." This category of apothecaries is indicated with the name of "pro-

*The British and Colonial Druggist.

visors." In nearly every town there are some dispensaries to be found which are continued in this way. But besides those where the apothecary is not the proprietor, a number of other pharmacies are going to be established which do not belong to those who have the responsibility of them, viz., the pharmacies of joint stock companies and of unqualified men who are not heirs of apothecaries. The cause of the development of those establishments in the last few years is to be described in the great number of apothecaries who have qualified, and some of whom, finding no opportunity to get a position in a, for their colleagues, worthy way, have put themselves at the disposal of unqualified men. In fact, this is to be understood as a competition among pharmacists themselves.

"Company" Pharmacy.

The above-mentioned pharmacies try to get a reputation for cheapness by bearing the name "Volksapotheek" (popular pharmacy) or "Centraal-apotheek"—indeed, a character which they sometimes, but not always, act up to. It is very easily understood that they compete with the ordinary pharmacists on account of the shareholders in similar establishments mostly being capitalists, and contented when they are able to make 4 per cent for their money. Already efforts have been made to fight against this evil. One of these efforts is the establishment of a committee in the Hague, this city being menaced by the foundation of one or two "Centraal-apotheeken." Very soon this committee was officially acknowledged by the Pharmaceutical Society, and patronized by it under the name of "Committee for Regulating Social Pharmaceutical Interests." The business of this committee is various. In the first place an attempt has been made to cut off supplies from the "Centraal-apotheeken" by inciting the Dutch wholesalers of pharmaceutical preparations not to sell to those establishments. In this way it was possible, temporarily, to prevent the opening of one of these shops in the Hague, but in the end this was proved not to answer the purpose. The committee also tried to help young pharmacists in getting a position by giving them information, and otherwise to prevent them from irregular trading. Still other measures, all of which we will not treat of here, have been taken to protect the interests of pharmacy. Still, we will mention one of these efforts, however, but one not officially emanating from the above-named committee. Pharmacists have tried to take in hand the wholesale trade themselves, originally to further the "boycott." We do not know, however, if this aim is still the principal one. Some months ago a joint stock company wholesale house has been established at Utrecht, with a board of five pharmacists, and where two pharmacists found places as principal functionaries. The issue of a loan of 60,000 guilders (£5,000) has first been placed exclusively with pharmacists. They think to buy their medicaments as much as possible prepared by the shareholders themselves, and to awake in the minds of pharmacists the possibility of creating a new source of income. The new society will soon start working.

As a last point of discussion, we kept a question which is now actual in England as well, viz.: The question whether an unqualified person may be proprietor of a pharmacy. In the Netherlands the

feelings differ much about this. The advice of two distinguished lawyers has been taken by the above-named committee, which says that according to the Pharmacy Act, the pharmacist must be the proprietor of the pharmacy. But, on the contrary, according to the views of other experts, this is not to be read out of the law. The efforts to get a judicial decision in this question have failed until now. It is a sure thing that, if the judge should decide that the pharmacist ought to be the proprietor, the "Centraal-apotheek" would have to disappear in their present form, but it is very probable that they would reappear in another shape. By all means a decision in one or other directions would be very desirable. It is not sure, however, that the judge would decide, and even then, we think, pharmacy would not draw any benefit from it. The revision of the Pharmaceutical Acts is necessary, and we will, perhaps, find an opportunity to explain this matter later on.

A New Formaldehyde Lamp.

Sydney Rauschenberg, the apothecary of the New York Hospital, is the inventor and patentee of a specially constructed lamp for the vaporization of formaldehyde, which Whitall, Tatum & Co., of New York, Philadelphia and Boston, are putting on the market under the name "Rauschenberg's Formaldehyde Deodorizer." The deodorizer is of convenient size and exceedingly simple in construction. Wood alcohol is burned from a wick, the wick being kept in contact with an asbestos converter. When the asbestos becomes incandescent from the heat, the flame from the wick is extinguished, and the vapor from the wood alcohol by coming in contact with the heated asbestos is converted directly into formaldehyde, the converter continuing to generate the gas until the supply of alcohol is exhausted or the wick is turned down. A small bar attached to the rod which raises and lowers the cotton wick is used as an indicator to show when the wick is up and when it is down to its proper position.

Rauschenberg's Formaldehyde deodorizer is already in considerable demand, and it will be included in Whitall, Tatum & Co.'s new catalogue.

Bibliography.

The Graduate, Class Annual of the Philadelphia College of Pharmacy, volume 1, edited and published by the class of '99. Philadelphia, 1899.

This handsome volume, which has been issued by the class of '99 of the Philadelphia College of Pharmacy, is a new departure for pharmaceutical graduates and the class is to be congratulated on having produced so tasteful and interesting a volume. The frontispiece is an excellent photogravure of Professor Remington, the dean of the faculty, while the complete faculty is shown in an unusually fine full-page half-tone plate. The volume embraces a brief historical sketch of the College, lists of the officers, the faculty and the class, the class oration, history, poem and prophecy, accounts of the reception and commencement exercises, a number of brief skits, more or less hum-

orous, accounts of the various college clubs and contributions from the pens of the following alumni: Joseph W. England, Henry Kraemer, Joseph L. Lemberger, A. W. Miller, Caswell A. Mayo and Wm. H. Harris. The work is very handsomely printed in album style and bound in cloth in the college colors, blue and white. Altogether it is most creditable and we felicitate the young publishers upon their success.

Organotherapy: No. 5.—The Goulstonian Lectures on the Pathology of the Thyroid Gland. By George R. Murray, M.A., M.D., Cantab., F. R. C. P. Lond. Reprinted from the Lancet. Courtesy of Armour & Co., Chicago.

Thyroid extract is now official in the British Pharmacopoeia under the name of "Liquor Thyroidei" and it is extensively used in the treatment of diseases of the thyroid gland. The present pamphlet considers the development and structure of the thyroid gland and the formation, composition and absorption of its secretion, besides the pathology and treatment of myxedema, cretinism and goitre by the preparation of the pharmacopoeia before mentioned. We are indebted for the "Lancet" reprint to Messrs. Armour & Co., of Chicago, who are the manufacturers of desiccated thyroids and thyroid tablets. Copies of the pamphlet can doubtless be obtained by pharmacists on request to Armour & Co. The pamphlet can be studied by pharmacists to special advantage in view of the great interest now being taken by the medical profession in the entire subject of organotherapy.

Proceedings of the twenty-ninth annual meeting of the New Jersey Pharmaceutical Association, held in Atlantic City, N. J., May 24-25, 1899. Also the act of incorporation, constitution and by-laws, roll of membership, etc. 1899.

This year's volume of proceedings is distinguished from previous volumes by a good, flexible binding, which should make for the preservation of the pamphlet. Of the contents, outside of the papers presented in answer to queries, we cannot say much. The report is sketchy in the extreme, and conveyed no adequate idea of what took place at the meeting. The membership of the Association numbers 364.

New Publication.

J. B. Baillière & Fils, of Paris, France, announce the early publication of a book with the title "Artificial Perfumes." The author is M. Charabot, a chemist, who was for some time attached to the laboratory of the late Professor Friedel at the Sorbonne, Paris.

Pamphlets Received.

Prospectus of the College of Pharmacy of the City of New York for the term of 1899 and 1900.

Bulletin of the University of Minnesota College of Pharmacy for 1899-1900.

Paraffin as an adulterant of oleomargarine. By Joseph F. Geisler. Reprint from the Journal of the American Chemical Society, July, 1899.

Proceedings of the Texas State Pharmaceutical Association, held at Waco, Texas, May 16, 17, 18, 1899. Twentieth annual meeting. Published by the Texas Druggist Publishing Co., Dallas.

To clean an oil stone smear a flat block of wood with glycerin and fine pumice. and rub the stone, face down, till all traces of previous usage have disappeared. This will greatly improve the working qualities of the stone. To ruin an oil stone clean it with kerosene.

Queries and Answers.

We shall be glad, in this department, to respond to calls for information bearing on pharmacy or any of its allied topics, and cordially invite our friends to make use of this column.

The name and address of the inquirer must accompany the communication, not for publication, but to assure attention, as we make it a rule to pay no regard to anonymous correspondence.

We have perfected arrangements to have legal queries answered by competent authority and invite our readers to avail themselves of this advice free of charge.

Detection of Oleomargarine in Butter.—H. V. K.—The saponification and distillation process to determine the amount of volatile fatty acids present is the most reliable method, where extreme accuracy is desired. Taylor's benzin process is, however, more easily applied and will perhaps better answer your purpose. It is as follows:

Dissolve in 20 Cc. of petroleum benzin 140 grains of the suspected butter. Heat slightly to procure a perfect solution of the oleo fat. Butter casein and animal tissue, if present, may be removed by passing the liquid, while warm, through fine muslin. Fill a test tube with the solution and place in ice water. In about 20 minutes the oleo fat will separate from the butter fat and fall to the bottom of the tube, being insoluble in cold benzin. Separate the oleo fat from the liquid butter fat by filtration. The fat recovered may be solidified by mechanical pressure, placing it between several layers of bibulous paper, to absorb the remaining benzin, after which the sheet of solid oleo may be removed from the paper with a palette knife. (The butter may be recovered by evaporating the benzin by means of a sand bath.)

Disinfectant for Yellow Fever.—W. H. S.—The best disinfectant for use in preventing the spread of yellow fever or to lessen the risk of infection is perhaps corrosive sublimate. We refer here, of course, to a substance capable of being applied in solution for spraying clothes, walls, privies, etc. It may be used in a solution of the strength of 1 to 1,000 to 1 to 500, and should be colored with potassium permanganate. For articles of clothing which have been subjected to infection, moist heat applied under pressure is, of course, the best available disinfectant. Within the past year or two, formaldehyde has come into general use, and to obtain the best results with this substance it must be applied in the gaseous form under high pressure.

The commission of medical officers detailed by the President to investigate in Havana the nature of yellow fever found that the bacillus of yellow fever is readily influenced by the mechanical and chemical agents in ordinary use. Cold, however, is not a factor in this process, for the organism resists the most extensive refrigeration, and no reliance can be placed on this mode of disinfection. On the other hand, the organism is very susceptible to dehydration and cannot withstand artificial drying for more than ten to twelve days, and it is very probable that its susceptibility to frost is due to

the lessened humidity of the atmosphere at such seasons rather than to the degree of cold experienced. Sunlight is very fatal to this organism, and no doubt is more so if the organism has lost its vitality through evaporation of its fluids, as in a frosty atmosphere.

Nankin Brown, Phosphine, Annatto Solution.—W. H. W., Mexico, writes: "In the 'Scientific American Supplement' for August 5 is a formula copied from your journal for 'paste polish for tan shoes.' In this formula are named the ingredients 'Nankin brown and phosphine.' Also in the same paper for May 16, 1896, another formula is given for a 'Dressing for Russet Leather,' in which 'annatto solution (in oil)' is given. We have some pretty good drug houses here—German—but none of them can tell me what nankin brown, phosphine, or annatto solution (in oil), are. Will you please be kind enough to explain the nature of these ingredients? Have they a German title, or can you give me a name by which they would be known by the druggists here?"

Nankin brown is a bi-product in the manufacture of magenta (fuchsine). It is a pure basic substance and is a well-known article of commerce under the name given, both in the United States and Europe. We fail to understand why you should have any difficulty in procuring this dye through a Mexican jobbing house having New York connections.

As to phosphine, this is likewise a bi-product of magenta. It is obtained in the preparation of magenta by the arsenic process. It is properly a chrysianiline nitrate (Diamido-phenyl-acridine.) It is a yellow or orange yellow powder, easily soluble in water or alcohol, used in leather dyeing.

Annatto solution (in oil) may be made in several ways. The following formula is largely quoted:

Ethereal extract of annatto..... 1 dr.
Olive oil 20 ozs.

Instead of ethereal extract a resin prepared as follows may be used: Exhaust Annatto with warm alcohol by double maceration; evaporate the liquors to dryness and extract the coloring resin from the residue with sodium carbonate solution (1 in 10); strain and precipitate the resin with dilute sulphuric acid, collect on a filter, wash it well with warm water and dry. The product is not so strong as the ethereal extract, and one dram to two drams of it must be used for twenty ounces of oil.

Luminosity of Phosphorus.—H. J. S. writes: "Kindly let me know whether

phosphorus is luminous in a volatile oil; also give me a formula for dissolving the same in a volatile oil, or any ingredients it is soluble in, and in which it will be luminous. How long will it remain luminous when exposed to the air?"

Phosphorus becomes luminous when exposed to the air in the dark. It gives off no light in solution in volatile oils. The luminosity observed when phosphorus, either whole or in solution, is exposed to the air is due to a slow combustion or oxidation by the oxygen of the air. It will remain luminous in the air until entirely oxidized or consumed, the time taken for this depending entirely upon the degree of concentration of the solution or the amount of phosphorus employed. On long exposure to the air, phosphorus takes fire spontaneously. The action is suspended by the vapor of essential oils, turpentine, etc. Phosphorus is soluble in chloroform, ether, benzene and carbon disulphide, the volatile and fixed oils and alcohol.

Smartweed Compound.—H. K.—The following formula is given in Fenner's Complete Formulary:

Smartweed, leaves or herb..... 20 ozs.
Alcohol 6 pints.
Water 2 pints.
Camphor 6 drs.
Oil hemlock 1 oz.
Oil sassafras 1 oz.

Grind the smartweed to a coarse powder, and moisten it with 1 pint of the alcohol; pack tightly in a percolator, and pour upon it the remaining alcohol; cover closely and allow to stand four days; begin the percolation, and when no more alcohol remains on top of the drug, add the water. When the liquid has ceased to drop, press out what remains in the percolator, and add to the last portion.

In the 4 pints obtained by percolation (before the water is added to the drug in the percolator) dissolve the camphor and oils, and when the last portion of the percolate and that from the pressure is obtained, add it gradually to the portion in which the oils, etc., have been dissolved, and filter, adding alcohol enough to make 1 gallon. For external and internal use.

Malted Cod Liver Oil.—W. B.—This is rather a thick emulsion, the extract of malt forming 50 per cent of the whole. A formula which has found considerable favor is the following:

Cod liver oil..... 8 ozs.
Extract of malt 8 ozs.
Yolk of two eggs.....
Powdered tragacanth 16 grs.
Hot water 1 dr.
Oil of lemon 10 min.
Oil of bitter almond..... 10 min.

Weigh the extract in a half-pint graduate and add the hot water to thin it, stirring quickly. Beat up the two yolks in mortar with the powdered tragacanth and add the oil and extract alternately; lastly add the flavoring.

The "Emulsion of cod liver oil with Extract of Malt" of the National Formulary is a much simpler preparation, consisting of

Cod liver oil..... 8 ozs.
Mucilage of dextrin, N.F..... 2 ozs.
Extract of malt..... 6 ozs.

To the mucilage of dextrin contained in a suitable bottle, add the extract of malt, and mix them thoroughly by agitation. Then gradually add the cod liver oil, first in small portions, agitating each time until the last added portion is perfectly incorporated.

Advertising Ideas.

Under this heading we shall conduct a practical discussion of store methods and advertising for retail druggists. The Department Editor will be pleased to criticise advertisements, suggest improvements and answer all questions coming within the scope of this department, provided they are accompanied by the name and address of the writer.

ULYSSES G. MANNING,

DEPARTMENT EDITOR.

COUNTRY ADVERTISING.

TRY to make your ads so newsy and interesting that they will compete with the news columns of your paper. This is not hard to do in many localities. From one of the local papers recently sent to this department, I clip the following items which are typical of the quality of mental pabulum constantly served up in thousands of rural papers. These papers are filled week after week with equally inane observations, enlivened occasionally by the vaporings of some self-conscious correspondent like the one who contributes the first paragraph of this clipping:

In making this our introduction as correspondent of the most progressive village to be, we are but putting our best foot forward; as we have many more in reserve and each foot is better than the other and one or two (there are many) are kickers, we will put them forward in every and each occasion and leave our mark.

The little boy of William Seybold had the misfortune to injure his finger in a wash wringer on Monday.

A number of gentlemen from this burg went to Two Rivers Sunday to see the ball game.

M. D. Chapins has treated the front of his house to a coat of paint.

Elder Phillips is taking down a barn that he built 45 years ago. The timbers are all sound except one sill.

That people subscribe to and read papers made up largely of these petty chronicles is evidence of their news hunger, and it is easy to present store news that will be devoured with equal avidity.

I am sure that the facts given in the ad of Mr. H. F. Ruhl, reproduced in this issue, would be more interesting to most housewives than the intelligence that Zeke Allen's gray mare was foundered last week, or that Ab. Smith has built an addition to his hog pen.

Country newspapers are not the only ones suffering from lack of real news. The columns of other papers are barren enough at times. But the rural papers must of necessity suffer most in this regard, and for this reason the merchants in country towns and small cities have a good opportunity to compete with the news columns by making their business news interesting. It is extremely easy for local advertisers in small places to get results. The papers are closely read, the advertising is more closely scanned and it makes a deeper impression. In communities where everybody knows everybody else the statement of a merchant has more personal force than is ever carried by an appeal made largely to strangers.

If country advertisers will see to it that they have something to say worth saying and then say it in a straightforward manner, they can always feel sure of a hearing and can depend on satisfactory results.

Prize Advertisement.

The "American Druggist" offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize this time is awarded to Moore's Pharmacy, Sandwich, Ill.

CRITICISM AND COMMENT.

Editor Business Hints:

We enclose herewith a copy of the premium list of the Sandwich Fair Association, containing two of our ads to be entered in the prize competition. Please criticise them. Your department has been of great help to us in our advertising, and your criticism will be greatly appreciated.

Sandwich, Ill.

These ads can be pronounced excellent in every way. They are clearly and forcibly written and effectively displayed. Ads as good as these are good enough. While the ads can be commended, the medium in which they appear cannot. I do not believe that money spent in fair catalogues ever pays unless by mere scratch. But it is also true that in many instances a merchant cannot afford to stay out, as the promoters of the fair are often friends and customers and refusal might prove more of a loss than a saving. When possible turn these mediums down.

All Have Merit.

Editor Business Hints:

Thanks for giving ads previously sent space and attention. I enclose others on which I would like to have your opinion. The vanilla ad increased my trade on flavoring extracts.

Washington, Mo.

The vanilla ad is the best. The headline would arrest attention, though liable to a double interpretation. The setting makes the ad conspicuous. The following sentence is the most effective in this ad: "A good vanilla is not a thing to be despised; if you have not liked the flavor it is a pretty good indication that you have never tasted the genuine article."

The ad on "purity" is marred by the repeated use of the slang expression "sore." Might do on some occasions, but is not in harmony with this subject. This

may seem like a little fault, but it spoiled the ad for the people who passed on its merits. The hair tonic ad is well written, but might have been displayed a little better.

A Satisfied Customer

reduces our advertising bills. No advertisement has the power of a customer satisfied with our goods, our prices and our service. We endeavor to keep our stock high in quality, our prices low and our service perfect. We guarantee everything to be as represented or your money is refunded. Here's satisfaction for you and for us. It protects you and it pays us. We want you to be one of our satisfied customers. We'll make you one if given the chance.

Moore's Pharmacy
Sandwich, Illinois.

Newton's Headache Breakers

is our own GUARANTEED remedy. They cure all forms of Headache and Neuralgic pains without evil effects. They are free from Antipyrine, Bromides, Opium, Chloral, etc. We couldn't make a better cure if we tried. We haven't a better cure in stock. A lady in Sandwich said: "I suffered from headaches for many years. -Of the many remedies tried, NEWTON'S HEADACHE BREAKERS is the only one which gave prompt relief." If you're dissatisfied we'll cheerfully refund the price, 10 cents. Mail orders filled.

Moore's Pharmacy
Sandwich, Illinois.

An Advertising Centre.

The citizens of Washington, Mo., are to be congratulated on the edifying character of the drug advertising put before

them. Mr. H. R. Baumann and Mr. Sapper are both clever advertisers, and keep the ball rolling persistently. Mr. Baumann submits two ads for this issue which are first class in every respect. One of them is reproduced in condensed form. Mr. Baumann adheres to a single style of setting so that his ads are always readily found, and as he invariably says something and says it well his ads undoubtedly attract a large class of regular readers.

An Active Liver

is necessary to keep you in health. If your liver is sluggish and inactive the result will be loss of appetite, indigestion, biliousness, constipation, sour stomach, bad taste in mouth, headache, etc. In this condition the liver needs the help of the Maltese Liver Pellets. These Pellets, by stimulating the liver, regulate the bowels and relieve all the above-mentioned troubles. We guarantee them. Price 25 cts. a box.

H. R. BAUMANN,

Druggist,

201 Elm St., Washington, Mo.

'Phone 28.

Did the Business.

Editor Business Hints:

I send you copy of a circular I addressed to about every one who trades in our town. Up to this date I had not been keeping machine oils in stock. The circular brought good results. I have sold lots of oils. What criticism have you to offer? F. L. ROWEN.
Dighton, Kan.

This circular is a trifle old-fashioned in wording and design, but it says the necessary things and, perhaps, did all that a more artistic production could have done. It is hardly necessary in preparing a circular to give it a date line; address it to Mr. So and So and conclude with "Yours truly." These don't hurt, but they are obsolete, and "better dead than out of style." There is so little matter in this that it was bound to be read. Ordinarily it would have been better to use a headline relating to oils, such as "I have added machine oils," and then plunged directly into the subject. A list of the oils carried would have been advisable.

Don't Overcrowd.

Editor Business Hints:

Enclosed please find an ad used in our local paper last week. Also a free reading notice secured for our new drink by naming it after our local weekly. The drink has been a winner. What do you think of the ad? A. J. DALRYMPLE.

I am quite sure that it never pays to attempt to cover such a variety of subjects in so limited a space. Seven articles are mentioned in three inches. None of the articles receives adequate mention, while the crowded condition of the ad would still further lessen the chances of their getting a hearing. The whole space could well have been devoted to any one of them. It would have paid better to

have done this, for one article well presented will yield greater results than more merely mentioned. In launching a new drink it would have paid to have given it a big send-off. Would probably have been economy to have devoted six or eight inches to that subject alone. There is no objection to advertising several things at once provided each subject receives complete treatment and is distinctly separated from other portions of the ad. There is merit in the plan of naming your drink in honor of the newspaper. The name is apt to catch people, it will be easily remembered, and the honored editor may feel under obligation to push it along as in this instance.

An Educational Ad.

Mr. H. F. Ruhl, Manheim, Pa., submits a couple of ads for this issue that are about up to his usual standard, which is a high one. Few druggists have so keen a perception of what constitutes business news. One of these ads is reproduced in much smaller space than the original occupied. Such ads will be read, however set. The one shown is a good illustration of the educational ad.

A Tickler.

Editor Advertising Ideas:

We enclose an ad used by us with very good results. Please comment on the same through the columns of your journal.
Kane, Pa. KANE DRUG CO.

The ad is a four-page folder with matter on first and third pages only. It is a

Drive out ants.

Different things have been used to get rid of ants. Cayenne pepper, borax, camphor, fresh mint herb, pennyroyal herb and oil of cedar have been used with various degrees of success. Most of these are objectionable because of their odor.

The best thing to drive out ants is tartar emetic. We have used it ourselves. We know that it drives them out. For three or four years it has proven satisfactory to our customers. Tartar Emetic is a white powder. It is used by dissolving a teaspoonful in half-cup of sweetened water. This solution is placed in shallow dishes and set about where ants are troublesome. It is odorless. It is safe. It costs but 10c. an ounce.

Ruhl's Drug Store.

stock design made by some concern dealing in advertising novelties, the inside page evidently being printed specially for each advertiser.

The title is: "This will tickle you," and in order to insure this result a small chicken feather is attached to the sheet. The opening statement is then modified by this one: "If you properly apply it"—after which follows the information that "the announcement on the following page, if profited by, will tickle you in a greater degree." The ad inside is headed, "Two ticklers," and is devoted to two of this firm's special preparations, a skin lotion and a cough syrup.

This is one of the kinds of advertising

I do not believe in. It is going a long way around to get there and there is a chance of getting lost on the trip. "Very good results" are reported by the user of this folder and it would be interesting to know just what these results were. If the advertisement sold a lot of these preparations the advertiser is to be congratulated on obtaining returns that seldom come from the distribution of mediums of this sort. Too often the comment of enthusiastic friends that "that is a great ad of yours," or the fact that many people appear to be amused or interested by it, are considered substantial results when they may not be results at all.

The ads for the two preparations are fairly good, though marred by the obvious and unnecessary attempt to connect them with the catch line on the first page. Such efforts diffuse the interest instead of concentrating it on the subject in hand. Such results as may have come from the distribution of this folder were due, not to its novel features, but to the sensible statements made as to the merits of the two preparations.

A Good Sponge Ad.

Wagon sponges deserve especial mention here, not only from the quantity to choose from, but for quality.

Our Rock Island "Sheep's Wool" Sponges are the toughest kind of a sponge, but soft and velvety; they will not scratch even the most highly polished surface.

We would like to show you these Sponges—have you actually see the difference between our Rock Island "sheep's wool" and the ordinary "grass" sponge, and see why they will wear longer and do better work.

They cost no more than any good sponge—not as much as the poor kind. 30 cents buys a good one.

KINNER'S DRUG STORE,
173 Main St., Danbury.

Good Soda Advertising.

We believe we have the only soda fountain in Barrie built expressly to order. It is built on the principle of "gradual refrigeration," whereby the carbonated water is gradually cooled down to the freezing point, thus preserving the pungency of the soda water. The manufacture and serving of ice cream is an art to be had only by experience. We gained the important points in the art by actual experience with two of the largest fountains in New York City. That accounts for the immense success our fountain has achieved during the short time since its opening. Of the five ways used in flavoring ice-cream soda, we have adopted the best by using only the juices of fine ripe fruits.—Seager's Drug Store, Barrie, Ont.

I do not follow the usual custom of carelessly rinsing glasses and then using them again. Every glass goes down stairs and is washed with soap and water and is thoroughly scrubbed and polished—another item of healthful cleanliness. These things I have mentioned are the things that go to make a glass of really good soda. So far as I can find out there is no better soda than mine anywhere. If there were any means or methods by which I could make my soda better I would be delighted to adopt them. But as I can't learn of any I feel safe in saying that nobody can give you better soda than mine.—Andrew R. Cunningham, Detroit, Mich.

My egg chocolate and egg phosphate are easily the most popular among the many drinks my fountain supplies. A fresh country egg with the purest of chocolate or phosphate is both food and drink. It not only quenches the thirst, but it strengthens and braces one. On a hot day, when the sight or thought of food is distasteful, either of these drinks takes away that "all gone" feeling and makes life seem worth living again.—Andrew R. Cunningham, Detroit, Mich.

GAINS OF THE N. A. R. D.

State and County Associations Rally to Its Support.

A STEADY FORWARD MARCH.

Wholesalers and Proprietors Commend the Movement—State and County Associations Pledged—Encouraging Letters to the Secretary.

Letters from Manufacturers.

The secretary has received many letters during the week from proprietary manufacturers which may be regarded as interesting reading for those who desire to know the attitude of this branch of the trade toward the progress made by the N. A. R. D. The writers all indorse its plans:

"We are heartily in accord with anything that will re-establish the former retail price and prevent cutting of all proprietary articles, and you may place us in your report as heartily in sympathy with you.

"Regarding the placing of proprietary medicines in the hands of department store and cut-rate establishments, we wish to emphatically state that you cannot deplore it more than we do, and if there is any way by which we can stop the same you may rely upon us to adopt that method. The only way that we are aware of at present is to refuse to sell to all who are not acknowledged to be reputable and responsible wholesale dealers, and this has been our policy for the last thirty years. We have never sold our medicines to any persons, either directly or indirectly, whom we knew or suspected to be cutters, and if our medicines are found upon their shelves we must beg that you do not blame us. We are able to swear that we have conscientiously endeavored in every way to keep our medicines out of the hands of cutters and department stores.

"Your favor of the 7th inst., enclosing copy of Bulletin No. 4, came to hand during the vacation of the writer; we have read same carefully and beg to say that we are pleased to give our assistance toward the maintenance of full prices. During the past season we have refused many quantity orders from parties whose names were not on the list of legitimate wholesale druggists, and during the current week we have turned down orders from such parties for \$1,500 worth of goods. Frank A. Faxon, chairman of the proprietary committee of the N. W. D. A., is fully aware of the position we have maintained in relation to this matter and we sincerely hope that the entire wholesale and retail trade will co-operate with the manufacturers in carrying out the resolutions adopted by the Proprietary Association at the June meeting in New York.

"I assure you that the National Association of Retail Druggists has the entire sympathy of the Medicine Co., and that at all times we shall be glad to contribute anything or do anything to further the interests of the retail druggists, both in maintaining prices and combating the influence of the department stores throughout the United States. I take pleasure in enclosing you herewith a copy of a letter addressed to the secretary of the State Pharmaceutical Association, wherein I have partly outlined our course of dealing with the department store problem in this city. They had not put in stocks of patent medicines, but we had good reason to believe they were at one time contemplating it; however, we are now informed from reliable sources that they have abandoned the plan and will not carry patent medicines.

The Association of Retail Druggists and their friends concluded to withdraw all patronage from any department store carrying patent medicines. On the other hand, department stores not carrying patent medicines would receive their hearty support and co-operation. It seems to be that this is a plan worthy of consideration in other cities like Chicago, St. Louis, Omaha and Kansas City. I merely beg leave to submit our plan to you for what it is worth. The success or failure of the plan would depend entirely upon the united efforts of the retail druggists themselves. The amount of trade which retail druggists can control directly or indirectly ought to be of great value to any large mercantile institution in any city.

"Your favor of the 15th just received, and if we have erred in making any shipments to the firms enumerated in your list we did so solely because we were not in possession of facts, nor any requests made by your committee or any committee, wholesale or retail. We appreciate your kind remarks, and wish to assure you that we will not put a barrier in your

way by supplying the dealers in question with any more goods until perfectly agreeable to the N. A. R. D."

From Wholesalers.

The following letter from a jobbing house will be read with interest:

Dear Sir—We have always considered that the dispensing and retail trade in drugs and patent medicines belong rightly to the retail druggist. We believe, for the protection of the public, it is necessary that the highest qualifications of education and experience should be possessed by those compounding and selling drugs and chemicals. As we all know, the acquisition of the special knowledge means an expenditure of money at schools and colleges of pharmacy; on account of long hours, the wages of employees are greater than in other pursuits; store rents are high, and prices must be maintained to secure even a moderate compensation. We have always instructed our travelers to solicit no orders for drugs, patent medicines or pharmaceutical preparations from any recognized cutter. We have a large line of fancy goods in our fancy goods department, in selling which we have to compete with the wholesale notion houses in our city, who are in no wise identified with the drug trade, and such goods our fancy goods travelers have sold to some of the houses mentioned as cutters. To prevent any occurrence of errors, we have again written our travelers instructing them positively not to sell a dollar's worth of drugs, patent medicines or pharmaceutical preparations to any recognized cutter. As an illustration of the difficulty we have in maintaining prices and protecting the retailer, we would cite a recent case in our own city. A department store sent us an open order for some of our own preparations, which was refused and returned; an attempt was made to purchase the same for cash, which was frustrated. We learned afterwards, however, that they procured the goods from another jobbing house and sold them at retail below cost, much to our chagrin and detriment. Yours respectfully, (Signed) McKesson & Robbins.

The following letter from a jobbing house on the Pacific Coast will be of interest to those retailers who are still skeptical as to the real attitude of the jobbing trade toward the new national movement. For obvious reasons all names are omitted, but, if desired, they will be furnished by the national secretary.

Thos. V. Wooten, secretary, Chicago. Dear Sir—Your favor of the 17th inst. received and we agree with you that all druggists should stand together without regard to locality and whether the cutter is present with them or not. We have sent your letter to — (a retail druggist of this city) and have asked him to take the matter up with the other retailers and see if they cannot do something for your people. In this connection we would say that if the retail druggists of this city can raise a fund to assist in the work we will contribute to the same, and we hope that we can use our influence with them to have them do so. The only outbreak we ever had here was about eighteen months ago. A firm started up in the city and started to cut. Instead of all the druggists meeting his prices we, ourselves, furnished the stock of goods for the retail druggists in the city and started a store next to the cutter. We furnished goods at actual cost and paid our pro rata of the cost of running the establishment. We then refused to sell the cutter, even for cash, and it was only about ninety days until he threw out the flag of truce, re-established prices and is to-day a good working member among the — retail druggists and gets full prices. We have not in our vicinity to-day a "cutter" either in the drug trade or in department stores. We fully agree that all retailers and jobbers should stand together in this matter. The enemy of one (no matter where he may be) is the enemy of all, and we wish you success in your undertaking. Assuring you that we are at all times at your

command and willing to do anything in our power to assist you, we are, very truly,

TO NEBRASKA DRUGGISTS.

President H. A. Small, of the Nebraska State Pharmaceutical Association, has issued the following bulletin:

"To the Druggists of Nebraska:

"Your attention is respectfully called to the resolutions passed at the last meeting of Nebraska Pharmaceutical Association: (1) Our complete and unqualified endorsement of the N. A. R. D. (2) Provisions for the affiliation of our State association and for sending delegates to the first annual convention of the N. A. R. D. to be held at Cincinnati October 3, 4, 5 and 6. (3) Provisions for the organization of our State by counties. The members of the State Pharmaceutical Association believe that by joining the National Association they will help it both in a moral and financial sense, and by so doing protect the individual druggist in getting a fair profit for his goods and a satisfaction in doing business. The organization of the State by counties has been commenced, and we trust in a short time to have the work completed.

"Brother druggists, the time has arrived when we must ally ourselves for the common cause, and to that end I request you to contribute toward defraying the expense of joining the National Association. The cause is a worthy one and I trust you will respond at once so that we can file our application in plenty of time. Remittances can be made to me direct or through assistants appointed by me."

The Leaven Is Working.

The national treasurer has received from the Will County (Illinois) Pharmaceutical Association a contribution of \$10 in addition to the membership fees of the Association. The organization is in excellent condition.

The Colorado Pharmacal Association endorsed the N. A. R. D. at its recent meeting. Resolutions were adopted commending the work of the National Executive Committee and promising it financial aid. Delegates will be sent to the Cincinnati convention.

W. I. Ellsworth, La Cygne, Kan., secretary of the Linn County Pharmaceutical Association, writes that the druggists of his country have met and organized. Three or four have not joined, but they will come in all right. He wants the necessary papers, by-laws, etc., needed to complete the organization. The money is paid in and will be sent in as soon as he gets the necessary blanks.

The North Carolina Pharmaceutical Association has made application for membership in the N. A. R. D. The subject was brought up at the meeting in May and the entire membership was very enthusiastic and voted to join without a dissenting voice. The members are all in sympathy with the movement, and the N. A. R. D. will have their hearty co-operation. They are in the fight and propose to fight to a finish.

At the recent meeting of the Virginia Pharmaceutical Association the following resolution was unanimously adopted: "Resolved, that in order to strengthen the power of the National Association of Retail Druggists, the Virginia Pharmaceutical Association declares itself in full accord with its aims and objects and promises its hearty affiliation." The meeting is said to have been a very lively one, the debate on the resolution calling forth some excellent speeches.

Organization of the retail druggists in San Francisco has at last been accomplished, the association being known as the Associated Retail Druggists of San Francisco. The following are the officers: H. F. Wynne, president; E. P. Gates, vice-president; H. Haman, secretary; J. S. Warren, treasurer. At the next meeting it is expected that the number of

PROPRIETARY AFFAIRS.

members will be greatly augmented. The Association will officiate with the N. A. R. D. in the near future.

The retailers of Tennessee are thoroughly in earnest in their determination to put an end to price cutting. A prominent member of the Tennessee Druggists' Association says: "I believe the situation in this State demands vigorous action from the start. I think we have officials that will push it when it is started and I want to get them started in the right way, so as not to undertake anything that we cannot sustain and push to a finish." No State Association has given the N. A. R. D. more hearty endorsement than that of Tennessee. One member writes that the hope inspired by the new movement has given the druggists of that commonwealth a new lease of life.

At a meeting of the Philadelphia Association of Retail Druggists, held August 4, the names of twenty-eight new members were presented, making a total membership to date of 361. A list of the aggressive cutters and department stores handling drugs was ordered to be sent to the National Executive Committee. The "Alumni Report" was made the official organ of the Association. It was decided to hold the October meeting September 29 in order not to conflict with the time of holding the meeting of the National Association. A special committee composed of Messrs. Poley, Morrison and Gabell was appointed to inquire into the formation of nearby county associations, the committee to report at the next meeting. Some other important items of business were considered. The next meeting of the Association will be held at the Philadelphia College of Pharmacy, Friday, September 1, at 8 p. m.

The statement made in several journals to the effect that the New Jersey Pharmaceutical Association has decided not to co-operate with the N. A. R. D. because a large majority of the membership whose ballots by mail had been requested voted against affiliation, is utterly at variance with the truth and is a misstatement of fact for which there is little excuse. The national secretary desires to say that in the ballot taken 149 voters favored affiliation, while only thirteen opposed it. It is insisted by the committee to whom the matter was referred that because a majority of the total membership of the Association did not vote in favor of affiliation, the proposition is lost. Whether a special meeting of the Association will be called to decide the question remains to be determined, but it is worthy of comment that thirteen persons opposed to the plans of the N. A. R. D., presumably because they do not understand them, have apparently "tied up" the Association.

NORTH CAROLINA JOINS THE MOVEMENT.

"Durham, N. C., July 28, 1899.—Thos. V. Wooten, secretary, Chicago. Dear Sir: I enclose you application for membership in the N. A. R. D. for the North Carolina Pharmaceutical Association. The subject of joining the national association was brought up at our meeting in May and our entire membership was very enthusiastic and voted to join without a dissenting voice. We are all in sympathy with the movement and you will have our hearty co-operation. We are in the fight and propose to fight to a finish.

P. W. VAUGHAN,
"Secy. N. C. P. A."



F. W. R. ESCHMANN,

President of the Arlington Chemical Co., and the Palisade Manufacturing Co., and Treasurer of the New York Pharmacal Association.

The above portrait is a recent and faithful "counterfeit presentment" of F. W. R. Eschmann, who was born in Bückeburg, Germany, in 1854. After graduating from the high school of his native town he came to the New World, landing in New York in 1871, rich in nothing save his native ability, energy and boundless ambition. After a few days' stay in New York he went to Washington, Mo., and entered into the employ of L. Muench, pharmacist, with whom he remained until 1874, acquainting himself thoroughly with the retail drug business and preparing for his State Board examination, which he passed successfully in the above year. The next five years were spent in Louisville, during which time he made a special study of chemistry and botany, and to such good effect that Prof. Scheffer placed him in charge of his summer class in botany during his absence in Europe.

Because of his practical knowledge of pharmaceutical chemistry, Mr. Eschmann was in 1879 engaged by the New York Pharmacal Association, then a young but enterprising concern, as chemist in charge of their laboratory. After a short service in this capacity his employers were so impressed by his executive ability and intimate grasp of business problems that he was made general manager of the entire business, including the supervision of the traveling staff and the management of the advertising. Mr. Eschmann was determined that Lactopeptine should be the most thoroughly active and reliable digestant on the market, and to that end worked early and late to improve it and the various Elixirs Lactopeptine. It is and has always been thoroughly characteristic of the man to refuse to be satisfied with anything but the best, and the high grade of quality and reputation possessed to-day by Lactopeptine is due to this fact.

Mr. Eschmann's early association with the retail drug trade afforded him a practical insight into the needs and desires of the pharmacist, and this knowledge has served to ever since keep him in thorough touch with the final distributor of his goods. To the energy and judiciously directed business aggressiveness of Mr. Eschmann is largely due the wonderful success of the New York Pharmacal Association,

as well as the Arlington Chemical Co. and the Palisade Manufacturing Co., both of which he assisted to organize, the first in 1890 and the second in 1894. He is president of the two last named companies and treasurer of the New York Pharmaceutical Association.

Mr. Eschmann was personally the originator of the medicinal preparations Borolyptol, Kola Cardinette and Hemaboloids, introduced and manufactured by the Palisade Manufacturing Co.

He is a thorough believer in a liberal advertising policy, and has never hesitated to expend large sums of money whenever adequate returns were reasonably assured. To his acute appreciation of the value of unique advertising matter is due, more than to any one factor, the great success achieved by the three associated companies. Physicians everywhere realize not only the therapeutic merit of the goods advertised, but also the wonderfully attractive and highly artistic character of the means employed to direct their attention to them.

Mr. Eschmann, while a strict disciplinarian, treats the employees of his firms with liberality and equity; he is possessed of a charming personality, and fortunate, indeed, is he who obtains his personal friendship, which, when once granted, is both warm and lasting.

NEWS AND COMMENT.

The October meeting of the Proprietary Association, which it was originally planned should take place at the Hygeia Hotel, Old Point Comfort, Va., will instead be held at the International Hotel, Niagara Falls, N. Y. This change has been made in deference to the fears expressed by some of the members of the Proprietary Association and the National Wholesale Druggists' Association that the recent yellow fever scare at Hampton, which is very near Old Point Comfort, might militate against a large attendance. It is to be regretted that a change is considered necessary, but in the circumstances it was probably wise to consult the wishes of the more timid members. At all events an excellent selection has now been made both as to the point and the hotel, for however often one may have visited Niagara Falls, there still remains a charm of which one never tires. The most interesting feature of the business aspects of the meeting will probably be in connection with the action of the National Association of Retail Druggists at the annual convention which will take place in Cincinnati on October 4.

Both manufacturers and retailers are honestly anxious to control, in a measure at least, the retail price of proprietary medicines. Even the aggressive cutters themselves have been so well tarred with their own stick that they have lost something of their zest for price-cutting and would now conform readily enough to a higher standard if it could be uniformly enforced. They would always be advertising cutters of something or other, and be none the less keen merchants because a portion of their goods were sold under restrictions. But the retail druggists who are spending their time and money in an effort to establish these restrictions, would do well to admit at the very outset that moral suasion isn't worth a cent, that all hell is paved with good intentions, and that the old-fashioned hope of reward and fear of punishment which Moses preached to the children of Israel, is the only effective means of making humanity behave itself. All of which is merely pre-amble to a plan for the control of the retail price, and which we respectfully beg to submit.

Every manufacturer and every jobber shall put on invoices the following im-

print: Notice:—The proprietary goods contained in this invoice are sold subject to the restriction that they may not be sold at retail for less than the marked price. If this be not acceptable to you, you are to return the goods to us at once.

According to the Kodak decision in England, which we mentioned in our last issue, a wholesale or retail dealer retaining a shipment of goods so billed, would become party to a contract under which he could be held. Now, let there be established a fund for purposes of litigation, and a committee of the three branches of the trade whose business it shall be to prosecute suits through the courts. The advantage of a composite committee of this kind would be in its entire impersonality. No odium could possibly follow from its acts. It would be as dispassionate and impersonal as a machine. Directly a retail dealer took to selling proprietary goods at cut prices, the committee would bring suit to restrain him, basing their claim upon the contract which the retailer had entered into through his acceptance of the invoice. There could be no contest, and the court would issue the injunction. Then, let us suppose that that particular retailer thinks that inasmuch as the suit was pretty good advertising and didn't cost him much, he will continue cutting. Very well, the committee has him up in contempt proceedings and he goes to jail. To put the thing in a nutshell, this plan provides enforced retirement behind the bars for dealers who persist in cutting prices; and in our judgment nothing short of that will ever stop them and keep them stopped.

There is one difficulty about this plan, and that is that it will grind like the mills of the gods. The question may well be asked, do the three branches of the drug trade really want a measure so drastic in its operation as this—or do they on the other hand desire something milder and more palliative? In other words, do they all, unitedly want a motor that will really mote, or do they prefer one that will only seem to be doing something and so amuse the crowd? This motor can be depended upon to mote—the opinion of Justice Sterling, of London and that of a prominent member of the New York bar, is our authority for saying so. It should, therefore be acceptable to the National Association of Retail Druggists about whose sincerity there can be no question, and to their attention we respectfully submit it.

As there seemed to be some doubt in the minds of certain of the trade of Greater New York as to the true scope and meaning of the decree obtained by the California Fig Syrup Co. in their suit against Clinton E. Worden & Co., we wrote for and obtained a copy of the decree itself. This is plain and straight, and leaves no room for any doubt whatever. The defendants were enjoined from using the term "Syrup of Figs" or "Fig Syrup" and from employing the name "Fig Syrup Company" or "Syrup of Figs Company" in connection with the manufacture of a liquid laxative medicine. Further, they were required to pay costs of suit, and to give an accounting. There can be no room for doubt in the mind of any fair man that the California Fig Syrup Co. originated the term and made

it valuable, nor can there be room for sympathy for the host of big and little concerns all over the country who have sought to appropriate some of this value to themselves and will now probably be called upon to plead a defense. A trademark right should be as sacred as any other kind of property.

An American Druggist reporter called on C. G. Painter, of the Garfield Tea Co., Brooklyn. "Our position with regard to the use of the term Fig Syrup," he said, "is this: We began to use it in perfect good faith, believing the term common property, and we have continued to use it with the full knowledge of the California Fig Syrup Co. I do not mean to say that they have concurred in our use of it, but that we have acted in a perfectly open and frank manner without concealment of any kind, explaining to them that we would abandon it just as soon as they should succeed in stopping the half dozen different concerns in this part of the country now using the term. Our attitude towards the California people has thus been anything but controversial. All we ask, and it is not an unreasonable request, is that we be put on a parity with other manufacturers. In the Western States where the California Fig Syrup Co. has obtained injunctions and demonstrated their exclusive right to the term, Fig Syrup, we have omitted the term Fig from our literature, labels and advertising matter entirely. They will have no reason for bringing action against us, nor do I think they contemplate such a thing. I shall be glad to see the case brought to trial in this part of the country, for the outcome will relieve us from a somewhat embarrassing position. Other manufacturers with whom we have been in correspondence profess to believe that the California Fig Syrup Co. can never sustain their contention to an exclusive right to the term—that no court in this part of the country would find for them. We do not, of course, pretend to offer any opinion as to this.

An interesting case of trade-mark right has recently been decided in England. Edge & Son, Limited, prayed for an injunction restraining Gallon & Son from using the term "Dolly" in connection with a washing blue made and sold by them. It appears that in Lancashire and Yorkshire a "dolly" is a stick used in washing clothes. The blue made and sold by the defendants had on it the mark of a tub and a "dolly," and though they had never described it themselves as "dolly blue," it had come to be so known by the people who used it. This had continued from 1871 down to the present time, all orders for "dolly blue" being filled without question. In the meantime Edge & Son had registered the term "dolly blue" and they claimed it as their exclusive property. The first court that heard the case found for the plaintiff, but on appeal the decision was reversed, the judge ruling that there was no evidence of anyone asking for the plaintiff's blue being supplied with that of the defendant, or indication that defendant had attempted to trade upon the reputation of plaintiff. This case is an evidence of the well-known laxity of English trade-mark and trade-name registration. Edge registered the name "dolly blue" and Gallon regis-

tered a trade-mark in which a dolly was a principal feature, and the product in both cases was a laundry blue.

It is said that in Mexico one-third of the mortality is due to derangements of the digestive tract and the intestines. This might prove a useful hint to American proprietary houses seeking a Mexican trade. Many American proprietaries have already a large sale in that country, as for example, Scott's Emulsion, Wampole's Codliver Oil, Lanman & Kemp's goods, J. C. Ayer's goods, Allcock's Plasters, Jayne's goods, Sozodont, Pink Pills, Brandreth's Pills, Odol, etc.

Gerhard Memmen, of Newark, N. J., manufacturer of borated talcum powder, tells a yarn which goes to illustrate retail drug trade methods of long ago, and possibly may have some bearing on affairs in that line at the present day. When Mr. Memmen was serving his novitiate in the business he began to observe a certain peculiar manner of thought in his employer, which in time proved to be characteristic of him. He never knew, positively, what anything in his stock cost—nor did he keep tabs on the market. His one test was that when he got to the end of the month he expected to find that sales had amounted to twelve hundred dollars and that he owed his jobbers two hundred. If there was any radical difference from these figures, he raised hob with his clerks and insisted on their taking more care to extract a round profit from every sale. Those must have been the halcyon days of the retail drug trade, about which very few of us nowadays have any knowledge. Profits in these times are cruelly small, and to make a living one has to buy carefully and with a watchful eye on the market quotations. But the breed of which Mr. Memmen's employer was an extravagant type is not entirely extinct at the present day. There is one little fact which alone proves this. There are at least ten thousand druggists in the United States who do not subscribe to a drug journal. How can such men ever hope to win in the battle of life?

A certain manufacturer was advertising a preparation of iron in the local papers of a suburban town, and designating a particular retail druggist as sole distributor for that town. The preparation retailed at 50 cents and cost 33 1-3 cents. Fifty cents worth would last the consumer about a week, and as it was a really good thing and very popular, customers generally came back for more. An advertising man in course of conversation with the manufacturer, said: "I see you are advertising your preparation in the town I live in, and name So-and-So as the sole agent. Is he loyal to you? Does he push your goods? Is he appreciative of the fact that you are rendering him a valuable aid in advertising him in his local papers?"—The manufacturer looked somewhat astonished, but seeing that the advertising man was quite serious, he answered: "Why, it would be singular if he were not loyal, appreciative and pushing for his sales of my preparation are quite considerable. Naturally, he is all that. I haven't the slightest doubt about it. Why do you ask?"—"I ask it," the adver-

tising man replied, "because I have watched all three druggists in the town for years, and my opinion is that there isn't enough business gumption in the lot of them to provide a decent living for one man. You think your fellow pushes your goods! Now, I'll just bet you a hat that I can go into his store and talk all round the question of iron preparations and he'll never mention yours."—"Done with you!" said the manufacturer. "And as he never saw me in his life, I'll go with you and see fair play. There's a train every fifteen minutes or so, I believe; let's go at once. I suppose he knows you, eh?"—The advertising man shook his head. "No," he said, "this is a fair test in every particular. He doesn't know me from Hannibal. We start even, you working on your theory, and I on mine."—When they reached the drug store and entered, they found the proprietor alone, and, having ascertained the fact that he was indeed the proprietor, the advertising man went to business. "I have a notion," said he, "of taking something for my blood—some kind of iron preparation. What would you recommend?"—"O, I hardly know," the druggist answered with a reluctant drawl.—"Well, persisted the visitor, "what's the best form to take iron—in a Bland's pill?"—"Bland's pill is first rate," said the druggist, languidly.—"Better than a tincture, you think?"—"Well, I don't know," the druggist said with an easy smile. "It's all a matter of taste. Some folks prefer one, and some the other."—"What I'm trying to get at," said the advertising man, "is what in your judgment is the best form to take it in. What is a good preparation that you can recommend?"—"Oh, I don't know," the druggist answered wearily. "There are peptonates of iron, iron in combinations, pills, tinctures and foods of iron—heavens, there's no end to them. They're all good, I guess."—"No special one of them that you'd recommend, eh?"—"No—hot that I think of. They're all good, I guess."—Then the manufacturer expressed his opinion frankly and at length. As the boys in the West say, "he called that druggist fine and plenty."

The Dr. A. P. Sawyer Medicine Co., of 194 South Clinton street, Chicago, is said to have gone into the hands of a receiver. This seems to be the outcome of internal dissensions, but is possibly due in some measure to want of success as well. It will be remembered that this concern was severely criticised for some of its doings, notably for its manner of selling goods to druggists. Very little has been heard of the concern of late.

Apropos of one of the leading proprietary medicines the name of which is, for obvious reasons, not here mentioned, a New York jobber said to an American Druggist man the other day, "I don't know what's struck it, but despite the fact that it is being advertised in this section to beat the band, the demand for it seems to grow less and less. If I showed you how much we bought of it a year ago, and how little we have to buy now, you would be astonished. There can be no reason for this unless it be that the public taste in such things is changing."

We sometime since ventured upon some comment in this department as to the

methods used by a certain Chicago concern to buy up dead proprietary stock at the least possible cost, galvanize it into life at the expense of the respective manufacturers and then dispose of it at a discount to department stores and aggressive cutters generally. One of the proprietary houses writes us under recent date and encloses a copy of a letter from this concern, reading as follows: "Gentlemen, we have the following of your goods, on which we have no sale (goods enumerated). If you will credit us on account with same if returned to you freight prepaid, you may ship us —Gross— at best price delivered and stamped and we will pay you the difference in cash." Our correspondent says apropos of this letter: "We regret to say that we were taken in by these people in 1897 and 1898 and we have absolutely refused to consider their proposition."

William H. Gilmore, proprietor of Gilmore's Germicide, died at his home, 27 Gorham street, Rochester, N. Y., after an illness of several months. He was a native of Pavilion, N. Y., where he was prominent in both political and religious life. About ten years ago he came to Rochester, where he has since become well known as a manufacturer of proprietary articles.

Charles A. Drefs, who has for some time been a good deal of a proprietary man for a Buffalo retail druggist, has lately enlarged that branch of his business very materially and sent two experienced men on the road, C. S. Converse and J. W. Wamsley, the latter formerly with the Grape Capsule Company. He intends to enlarge the force as soon as good men can be found. The specialties are hair tonic, catarrh cure, rheumatic pills and reduction pills.

The war of the Geneva mineral waters is not over, though the newer company is now partly free of the late injunction in regard to the using of the name. A second trial of the case comes off in Buffalo in October.

Justice Leventritt, of the Supreme Court, has appointed Aaron Coleman receiver of the Saver Medical Co., of Brooklyn, with a bond of \$20,000, in a suit brought by Anne Lippe against her husband, Joseph H. Lippe, for a dissolution of the partnership, and an accounting. Daniel Clark Briggs has been appointed referee to determine their respective interests in the partnership.

The patent medicine plant of Dr. George W. Rodman, at West Seabrooke, N. H., was destroyed by fire on the night of July 6. The chemicals employed in the manufacture of the medicines caused a lively blaze, which was seen for miles. It is thought that the fire was set by children. Loss, \$3,500; insured for \$2,400.

The portrait of Thomas Doliber was recently painted for the Mellin's Food Co. by Robert Gordon Hardie and will be on exhibition at the art gallery of Doll and Richards, 2 Park street, Boston, from the 15th to the 31st of this month.

British Pharmaceutical Conference.

The thirty-sixth annual meeting of the British Pharmaceutical Conference was convened on the morning of July 25 in the new law court at Plymouth. The meeting was presided over by J. C. C. Payne, of Belfast. After the presentation of the names of the various delegates, the report of the Executive Committee was presented by the general secretary, F. Ransom, who also presented a

London, hon. treasurer; W. A. H. Naylor, London, and F. Ransom, Hitchin, hon. general secretaries; W. Warren and H. Cracknell, London, hon. local secretaries; L. Atkinson, London, F. C. J. Bird, London, J. W. Bowen, London, H. Collier, London, G. C. Druce, Oxford, Prof. Greenish, London, E. Saville Peck, B.A., Cambridge, J. D. Turney, Plymouth, and E. White, B.Sc., London, other members of the executive; F. Maitland, Stonehouse, and J. H. Mathews, London, auditors.

CRIMINAL LIBEL CHARGED.**New Phase of the Illinois Troubles.****FRERKSEN ARRESTED AT A FUNERAL.****Gould Opens the Fight.**

Chicago, Aug. 19.—Growing out of the old charges against the State Board of Pharmacy a legal battle has been commenced in Chicago that promises to be very widespread in its effect before the matter is settled finally. Kitt Gould, the attorney for the State Board of Pharmacy, acting in a private capacity, will be the central figure of the prosecutions and the people he is aiming at will be all of those who figured in any way in circulating the charges made against him before the committee from the State Board, which body exonerated him at the time. The evidence then produced, which the committee found insufficient to base any action against Gould, was compiled in pamphlet form and has been given free circulation. The people who brought up the matter primarily were not satisfied with the action of the committee in exonerating Gould and the State Board and they prepared the pamphlet giving all the charges they had made and circulated it. Moreover, when the Baxter Committee was investigating abuses in Chicago a short time ago they had the charges repeated before the committee. Finding his enemies were merciless, Mr. Gould decided upon a plan of campaign which he says nothing can turn him from, not even the influence of the State Board of Pharmacy, even if they should ask him to desist. Last week as a starter in his campaign Mr. Gould commenced suit for criminal libel against Richard Frerksen and had the latter arrested at the Hartwig funeral. Mr. Gould explains that he did not select that time to have the arrest made, but Mr. Frerksen was not at home when the constable went for him and that official found him at the funeral, where Mr. Gould pointed him out. Some feeling was caused by the arrest being made at the funeral, but it was not projected as a coup of any nature. The constable accompanied Mr. Frerksen to the funeral and later took him to the justice court. Mr. Frerksen was immediately released on his own recognizances after the case had been set for hearing on the 21st inst.

The Specific Charge.

The specific charge upon which Mr. Gould bases his case of criminal libel is that Mr. Frerksen circulated an alleged affidavit of F. M. Taylor, charging Gould with promising to dismiss a case under the pharmacy act, and then calling it up and having Taylor fined in the absence of both himself and attorney. Gould says that in the first place such promises were never given Taylor and in fact Taylor's attorney was present when the case was first called and took a change of venue which Gould did not contest, and after evidence was in, Taylor's attorney pleaded his client guilty, as shown by the court records of the case. The affidavit claimed the offense was failure on the part of Taylor to properly exhibit a certificate of examination by the State Board. Mr. Gould, on the contrary, says the charge on which Taylor was prosecuted was



E. M. HOLMES, F. L. S.,

Curator of the Pharmaceutical Museums and President of the British Pharmaceutical Conference.

financial statement on behalf of the treasurer, Mr. Naylor.

After speeches of welcome from the local authorities, the presidential address was delivered by Mr. Payne, who devoted much attention in the address to the discussion of the history of pharmacy in Ireland. The reading of papers on the following topics were then presented: The Assay of Ipecac, Johore Ipecac, Assay of Belladonna plasters, Reduced Iron, Delphinium Staphisagria, Terebene, Glucose Determination, A Weight Burette, Melting Points of Synthetic Drugs, Pilocarpine, The Strength of Araroba, The Purity of Almond Oil, The Terepeneless Oils, Solution of Bismuth, The Quality of Carbon Disulphide, Permanent Blaud's Pills, Cardamom Oil, Decomposition of Sodium Bicarbonate by Heat, Examination of Official Lozenges, and The Natural Rubber Substitutes.

Each of the papers was discussed as presented. In the discussion on the pharmacopoeial assay processes for ipecac preparations, Prof. Atfield, the editor of the British Pharmacopoeia, vigorously represented the severe terms used by the Messrs. Farr, Wright, Naylor and Bryant in condemning those processes. Prof. Atfield said that the critics of the pharmacopoeial processes seem to think that there were a body of workers, experimenting upon the official processes. This was an error. It would be a good idea, but it meant twenty years of labor and £20,000 of expenses. This, therefore, was impracticable. All the papers were discussed at some length.

London was selected as the place of meeting next year and the following officers were elected:

E. M. Holmes, London, president; R. J. Downes, Dublin, W. Hills, London, J. F. Harrington, London, John Moss, London, vice-presidents; J. C. Umney,

Montana Association.

The annual meeting of the Montana Pharmaceutical Association convened in Butte, August 8. The meeting was fairly well attended at the opening session and the proceedings were full of interest. The report of the secretary, which was read, showed that both the membership roll and the treasury were in good condition. When the election of officers came up, Lee Warren, in a few remarks of a complimentary nature, renominated D. M. Newbro. In response, Mr. Newbro returned thanks for the nomination and the manner in which it was made, but said that he had already served one term and believed in rotation in office, and for that reason hoped the Association would impose the honor upon some other gentleman.

Mr. Gallogly seconded the nomination of Mr. Newbro, and said that under his management the Association had pro-



D. M. NEWBRO,

Butte, Mont., Re-elected President of the Montana Pharmaceutical Association.

pered as never before and it was his opinion that he should serve another term.

Against their protests W. B. Welsh and E. E. Gillogly were nominated and a ballot being taken, resulted, Newbro 6 and 5 each for the other two gentlemen. On the second ballot Mr. Newbro was elected. The other officers elected were J. B. Lockwood, vice-president; W. B. Welsh treasurer, and Sid J. Coffee, secretary. Under the rule, five gentlemen were elected, whose names will be submitted to the Governor, from which he will select names for the State Board of Pharmacy. They were Howard Rockefeller, D. E. Matthews, E. E. Gallogly, M. R. Randall and Emil Ctarz.

having in his employ persons not registered in Illinois.

On the other hand Mr. Frerksen is reported as being willing to stand on the evidence that Mr. Gould will be able to present and expects to have the case dismissed without being held for the Grand Jury. When the case comes up Monday his attorney will seek a change of venue and then probably ask for a continuance to permit him to get the affidavit of Taylor, now in California, regarding the case. If the case fails before the justice court Attorney Gould says he will present the evidence to the next Grand Jury, and seek the indictment of all concerned in the preparation and circulation of the charges which he denounces as false. If he succeeds in his efforts there will be more law than drug business in Chicago for the next several terms of court.

Case Continued.

(Special Telegram.)

Chicago, Ill., Aug. 23.—The case of Kitt Gould, attorney for the State Board of Pharmacy, who charges Richard C. Frerksen, proprietor of a pharmacy at the corner of North and Spalding avenue, with having criminally libeled him, was up again to-day before Justice Wolf and continued until September 1, after the reading of an affidavit in which it was charged that one of the witnesses against Attorney Gould had not sworn to the truth in an affidavit sworn to by a local druggist. The case is the outgrowth of the bitter war waged against local druggists by Attorney Gould for technical violations of the State Pharmacy law and is being fought with great persistency. Mr. Gould's complaint is that Druggist Frerksen libeled him in a report made to the Legislative Committee of which Senator Baxter was chairman, which was sent

THE A. PH. A.

The Put-in-Bay Meeting.

The forty-seventh annual meeting of the American Pharmaceutical Association will certainly be a social success, if delightful surroundings can do anything towards ministering to the pleasure of those in attendance. The place of meet-

ticket agent an "Association Certificate."

On arriving at Put-in-Bay, this certificate should be turned over to Lewis C. Hopp, the local secretary, who will endorse and return it. On presenting this certificate a return ticket can be obtained over the same route as that used in going, at one-third the full fare. Tickets may be purchased not earlier than August 31 nor later than September 5. Return tickets will be good to leave Put-in-Bay



WHERE THE A. PH. A. WILL MEET.

Cliff and Bathing Beach at Hotel Victory, Put-in-Bay, Ohio.

ing is on an island in Lake Erie, some 15 miles from the mainland and at its highest point elevated 80 feet above the level of the lake. Upon this point is located Hotel Victory, looking southward over the bay in which Perry immortalized himself by a victory over a vastly superior fleet of British ships. This event, memorable in the world's great achievements, occurred on September 10, 1813, and the members attending this meeting

not earlier than noon of September 6, nor later than September 16.

Persons holding railway tickets reading via Buffalo, may stop over at Niagara Falls, either going or coming, by depositing their tickets with the joint ticket agent at Niagara Falls, immediately upon arrival there, who will hold the tickets until the owner is prepared to leave.

Special parties have been arranged to travel together to the place of meeting from the largest cities. Details of these arrangements can be obtained by addressing the members of the Transportation Committee, as follows:

S. A. D. Sheppard, Boston, Mass.
Caswell A. Mayo, New York City.
Charles Caspari, Jr., Baltimore, Md.
Harry Sharp, Atlanta, Ga.
W. J. M. Gordon, Cincinnati, O.
Albert E. Ebert, Chicago, Ill.
H. M. Whelpley, St. Louis, Mo.
Charles T. Heller, St. Paul, Minn.
Charles M. Ford, Denver, Col.
A. K. Finley, New Orleans, La.
William M. Searby, San Francisco, Cal.
Lewis C. Hopp, Cleveland, O.

Scientific Papers.

The Committee on Scientific Papers will, it is understood, present a number of papers of a high order of merit. We are able to name the following: "Color Standard in the U. S. P." and "The Valuation of Drugs," by Prof. Henry Kramer; "Odor Standards in the U. S. P.," by Edward Kremers; "Suggestions for the Examination of Drugs" and "The Identification of Powdered Drugs," by Prof. Albert Schneider; "A Scheme for the Qualitative Analysis of Organic Chemicals Used in Pharmacy," by Prof. E. H. Bartley; "A Note on Yellow Wax," by Prof. Joseph Feil; answers to query No. 5, by Seward Williams and Prof. H. H. Rusby; "On the Assay of Hyoscinum," by Prof. W. A. Puckner; "Directions for Certain Alkaloidal Assays," by H. M. Gordon and Prof. A. B. Prescott.

The above is only a partial list of the



WHERE THE A. PH. A. WILL MEET.

Stone's Cove, View from Veranda of Hotel Victory, Put-in-Bay, Ohio.

by late State Legislature to Chicago to investigate municipal affairs and management here.

An Aeratorium.

It is said that a company has been formed in this city which will erect a crematory near Nyack, where the rapid consumption of dead bodies will be effected by means of liquid air.

will have an opportunity to participate in the 80th anniversary of this memorable occasion.

Clustered about Put-in-Bay are a number of beautiful islands, and in the channels between these is some of the best lake fishing in the eastern United States.

A special reduction has been made in railway rates. Those attending should purchase through tickets to Put-in-Bay, paying full fare and obtaining from the

papers, which, it will be seen, run very largely to assay work.

After the Meeting.

In connection with the forthcoming meeting of the American Pharmaceutical Association, Parke, Davis & Co., of Detroit, Mich., have issued a circular letter to the members worded as follows:

Office of
PARKE, DAVIS & COMPANY,
Detroit, Mich.

Dear Sir.—The American Pharmaceutical Association holds its forty-seventh annual convention at Put-in-Bay, Ohio, September 4-9, and as the "Bay" is only sixty miles from Detroit, it occurs to us that a number of our friends in the Association will desire to embrace the opportunity to visit and thoroughly inspect our laboratories.

We therefore invite you most cordially to honor us with a call, and we shall feel especially gratified if during your stay in Detroit you will permit us to consider you our guest.

Requesting that you kindly favor us with a line of advice on the enclosed card, we remain,
Very sincerely yours,

PARKE, DAVIS & CO.

The Wholesalers' Meeting.

The International Hotel at Niagara Falls, which has been selected as the place of meeting of the National Wholesale Druggists' Association and of the Proprietary Association, is one of the best-kept hotels in the United States. The situation is the best of any of the hotels on the American side of the falls, and the hotel offers a great many advantages as a meeting place. Those who contemplate attending this meeting should write promptly to the International Hotel to reserve accommodations, though there will be no trouble on this score, since, in addition to making a very great reduction in the rate charged, the managers announce that the hotel will be closed to the general public during the week in which the convention is held.

The International Pharmaceutical Congress.

The Congresses of applied chemistry, medicine and pharmacy will be held during the Paris Exposition, and active steps are being taken now in France toward preparing a programme for these congresses, which will probably be held in the order named. The pharmaceutical congress will be divided into four sections as follows: (1) General pharmacy (galenic and medical), (2) materia medica (pharmacognosy), (3) biological chemistry and bacteriology, and (4) professional interests. Among the subjects for discussion will be included: "The Best System of Preliminary Education for Pharmacists," "The Limitation of Number of Pharmacies; its Desirability and its Results," "The Best Methods of Assay for Active Principles in Medicaments," and the "Equivalent of Competency" from a point of view of the possibility of the international interchange of diplomas. Urology (urine-analyses) will also probably give rise to an interesting discussion.

Invitations to take part in the Congress will be sent to leading individuals in pharmacy all over the world, including teachers, writers and practising pharmacists. All will be invited to submit papers in advance, abstracts of which will be prepared by the committee and placed in the hands of those in attendance so as

to facilitate discussion and avoid repetition. The Congress of Pharmacists will be held about August 8, probably in the Paris School of Pharmacy. The subscription of members will be fixed at 20 francs each, which will cover probably a very small portion of the cost of the Congress. The deficiency will be made good by subscriptions from the pharmacists in France. The programme for the Congress so far as arranged includes receptions at the Hotel de Ville and other places, a gala performance at one of the Government theatres and visits to leading pharmaceutical establishments. The following committee has been nominated by the Ministry of Public Instruction and has been engaged in making plans and arrangements for the congresses during the last twelve months: M. Gustave Planchon, director of the Paris School of Pharmacy, is chairman; M. Petit, of Paris, and Prof. Dupuy, of Toulouse, vice-presidents; and Prof. Bourquelot, secretary. The secretary is to have four assistants: M. Desvignes, of Paris, and M. Viaud have already been named; two others are yet to be appointed. M. Labelonye and M. Leroux will act as treasurers. The committee of about thirty comprises Paris professors, hospital pharmacists, members of the Codex Committee, some of the officials of the Paris Society of Pharmacy, the Council of the General Association of French Pharmacists, Syndicate of Pharmacists of the Seine, etc., while the provinces are represented by delegates and some provincial professors.

Full information concerning the details of the Congress may be obtained from the secretary, Prof. Bourquelot, Ecole de Pharmacie, Paris.

PHARMACEUTICAL CALENDAR.

Association Meetings.

SEPTEMBER.

- 4—A. Ph. A.
- 5—New Hampshire.

OCTOBER.

- 2—N. A. R. D.
- 8—Oregon.
- 10—N. W. D. A.
- 10—Proprietary Association.
- 25—Vermont.

Merits of a Dictionary.

A well-known official of Jersey City whose name begins with a D walked into a German drug store on the hill the other day and asked permission to look at the directory. The proprietor, a big, fat, heavy-jowled Plattdeutscher, handed him the dictionary.

"I beg pardon," said Mr. D, "but I want a directory."

"You finds everything vat you looking for in dot book," calmly replied the other.

"I want to find an address, and the dictionary won't tell me that."

"Dot book tells you all you want to know. You want address, so? Well look at a for address."

It was in vain that Mr. D told the druggist that he wanted a directory and not a dictionary, but his explanations were useless, and to make the situation all the more exasperating, just as he was leaving the store, the druggist called after him:

"You buy a dictionary and it will learns you everything."

OBITUARY.

Prof. Robert Wilhelm Eberhardt Bunsen.

One of the greatest lights in chemistry has gone out. Professor Robert Wilhelm Eberhardt Bunsen died at Heidelberg, on Wednesday, August 16, at the age of 88.

Born at Gottingen, March 13, 1811, Professor Bunsen passed his early youth in that place, and graduated from its University, where his father held a professorship of theology, in 1830. After graduating, young Bunsen went to Paris, spent a year in Berlin, and then a year in Vienna. His favorite studies were physics and chemistry, and he followed them to the end. While professor of chemistry in the Polytechnic School of Cassel in 1833, he pursued the study of the fuming liquor of cadet. This compound of arse-



PROF. R. W. E. BUNSEN.

nic, known to chemists as alkarsin, could not clearly be made useful, but Professor Bunsen's researches upon it led to the discovery of a perfect antidote for arsenical poisoning, an antidote which remains to this day, in an altered form, official in the U. S. Pharmacopoeia, under the title "Ferri Oxidum Hydratum cum Magnesia." As prepared by Bunsen, the precipitation of the ferric hydrate was produced by the action of ammonia on iron tersulphate. In the preparation now official magnesia has been substituted for ammonia, it affording a more convenient method of reducing the iron sulphate, which is now taken as the starting-point for the preparation of the antidote.

Bunsen steadily continued his researches on alkarsin, and was rewarded after years of work by a discovery that made a great sensation in the chemical world of that day. It was that alkarsin is the oxide "of a true organic metal," cacodyl, arsendimethyl, which he likewise isolated, investigating its compounds.

In 1838 Bunsen was appointed "extra-

ordinary," and later chief professor in the University of Marburg, where he remained for thirteen years. His discovery of cacodyl, as well as his method of nitrogen determination, were made known to the British Association for the Advancement of Science at the Glasgow meeting, in 1840. The invention of the Bunsen battery-cell was announced this year. His application of the Bunsen cells to the study of the metals by making an arc-light with different metals as electrodes and analyzing the light with a prism is well known. In that way he had in 1844 obtained and described in a general way the true line spectra of various metals, and the needle-sharp lines in the spectra he called "Fraunhofer lines."

All this time he was busily engaged in smoothing the path for other chemists. The laboratories of to-day are full of his contrivances, of which we need only mention the Bunsen burner and the filter pump.

In 1852 he accepted a call from the University of Heidelberg, at that time the ne plus ultra of a German professor's promotion, and he held the chair of chemistry and physics there up to the time of his death.

Assisted by Kirchhoff, he discovered a number of new chemical elements, among them being caesium, rubidium, thallium, indium, gallium, scandium, ytterbium and germanium.

In 1883 Bunsen succeeded Wohler as a Foreign associate of the French Academy of Science. Membership in this body is intended to be the highest honor the scientific world can bestow.

William A. Hockemeyer.

William A. Hockemeyer, resident manager of the Crown Perfumery Co., of New York and London, died of tuberculosis of the stomach, at Liberty, N. Y., on August 11, at the age of 33. Mr. Hockemeyer was a native of Brooklyn, and the major portion of his business life was spent in the employment of the firm of Tarrant & Co., where he was for many years an assistant to the president of the corporation, Thomas F. Main. Though a man of splendid physique, Mr.

Hockemeyer developed an affection of the lungs some years ago, and left Tarrant & Co. to recuperate. He spent a year or more in the West, living the life of a rancher and cowboy on the plains of northern Texas and southern Colorado. This outdoor life seemed to entirely restore him to health, and he again returned to the employ of Tarrant & Co. He severed his connection with the firm in December, 1897, to assume the management of the Crown Perfumery Co. in this city, which position he held at the time of his death.

Mr. Hockemeyer was a most genial and companionable gentleman and had a wide circle of warm friends in this city, who hear of his untimely decease with unfeigned feelings of sorrow.

Fred A. Fultz.

Fred A. Fultz, who was one of the founders of the firm of Fox, Fultz & Co., and has been an active member during its entire eighteen years of existence, died on Monday, August 22, in Winchester, Mass., in his forty-fifth year. Mr. Fultz was a very energetic and competent business man and had the esteem and regard of a very wide circle of friends in the drug business. He has had entire charge of the Boston house ever since the establishment of the New York branch, which has been in charge of Clarence W. Fox. The New York house was closed on the 24th, the entire New York staff going in a body to attend the obsequies.

Savannah's Pioneer Druggist.

Dr. Abram Alexander Solomons, one of Savannah's oldest and most esteemed citizens, died at his home there on August 8, at the advanced age of 83 years. He had been in feeble health for a long time.

Dr. Solomons was a native of Georgetown, S. C. He graduated from the Charleston Medical College and engaged in business in various parts of South Carolina until 1845, when he moved to Savannah. He established at that time the drug house of Solomons & Co., which business he turned over to his son and brothers fifteen years ago and retired from an active business life. His two brothers, M. J. and J. M. Solomons, of Savannah, are well known throughout the State.

The Wisconsin Meeting.

The nineteenth annual meeting of the Wisconsin Pharmaceutical Association was held in Janesville, Wis., August 8-10. The following officers were elected: President, Charles Spencer, Waupaca; vice-presidents, E. B. Heimstreet, Janesville; J. H. Camps, Appleton; secretary, Henry Rollman, Chilton; treasurer, W. P. Clarke, Milton.

The ladies' auxiliary met and elected these officers: President, Miss Martha James, Oshkosh; vice-president, Mrs. R. J. Washburn, Palmyra; secretary-treasurer, Mrs. A. A. Woolheiser, South Wayne. The association will meet at Waupaca next year.

The by-laws and constitution were revised and henceforth there will be two classes of members—the active and associate. The active members will be those actively engaged in business and the associate will be retired dealers, professors, etc.

The Wisconsin Board of Pharmacy granted 13 first-grade papers and 71 sec-

ond-grade papers at its August meeting. The next meeting of the board will be held at Madison, October 11.

NEW YORK CITY.

Secretary Sprague, of the Orangeine Chemical Co., of Chicago, was among the recent visitors to New York City.

Colonel E. W. Fitch, manager of the New York branch of Parke, Davis & Co., is spending his vacation at Bar Harbor, Me.

F. N. Burt, of Buffalo, was in the city last week in attendance upon the Convention of Box and Label Manufacturers.

Fred L. Seely, buyer for the Paris Medicine Co., of St. Louis, Mo., and Asheville, N. C., spent a few days in New York last week.

J. D. Sipp, New York representative of Coke's Dandruff Cure, has returned from his trip along the Jersey coast. He reports excellent business.

"Charley" Weisz, of McKesson & Robbins, was welcomed back to the city last week by a host of friends, after his annual vacation outing.

H. McKesson Kirkland, of McKesson & Robbins, is back at his desk again, after his summer's vacation, which was spent on one of the islands in the St. Lawrence.

Arthur S. Winslow, who was well known in this city through his connection with the Golden Scale pepsin, is now secretary of the National Motor Carriage Co., of New York City.

At the session of the Maine State Board of Pharmacy, held in Augusta August 9, twenty-four applications for permission to compound medicines under Maine laws were considered.

William M. Warren, general manager of Parke, Davis & Co., Detroit, and W. B. Kaufman, manager of the crude drug department, have returned to New York after a month's stay abroad.

Charles Kieh, forty-seven, a porter employed in the surgical department of Eimer & Amend, at Eighteenth street and Third avenue, committed suicide last week at the Hotel Buh, 161 Avenue B, by taking some kind of poison.

Eugene Fritzsche, third son of Hermann T. Fritzsche, senior member of Schimmel & Co., Leipzig, and of Fritzsche Bros., of this city, died after a lingering illness at Badenweiler, Schwarzwald, in the 23d year of his age.

Mrs. Lucretia Hazard Schieffelin, wife of Samuel B. Schieffelin, of the wholesale drug firm of Schieffelin & Co., died at her home in this city on August 18. Mrs. Schieffelin is survived by her husband and two daughters. Mr. Schieffelin is 89 years old.

G. B. Martin, of Martin & Stallman, is back in the city, after an extended tour of the New England States, where he was looking after the interests of his drug brokerage firm. The condition of business in New England is very gratifying, he says.

The drug press has been honored by Mayor Van Wyck in the appointment of Caswell A. Mayo, editor of The American Druggist, a member of the Dewey Reception Committee. Mr. Mayo is a member of the Executive Committee of the Dewey Testimonial Fund.

F. W. Sprague, secretary of the Orangeine Chemical Co., of Chicago, spent several days in this city recently looking over the field. His concern already has a good business in this city and have made a large number of window displays in the leading drug stores.

W. E. H. Schneider, the popular and capable prescriptionist at Reeder Bros., 460 Fourth avenue, Manhattan, has returned from a much enjoyed vacation, and now it is rumored that he will soon become a Benedict. If true this beats all hitherto recorded fish stories.

The forty-seventh annual meeting of the American Pharmaceutical Association will be held at Put-in-Bay, Ohio, on September 4. The delegates from the Manhattan Pharmaceutical Association will be William M. Massey, Charles L. Fitch, Otto Boediker, John M. Tobin and R. J. Pay.

William Vogel, a clerk employed in the pharmacy of William A. Pfanzner, druggist, at Third avenue and Eighty-third street, was found dead in his bedroom on August 6. It is not known whether Vogel died from natural causes or committed suicide. A fellow clerk, John Beister, said Vogel was of a cheerful disposition, and there was nothing in his actions during the few days preceding his death that indicated depressed spirits.



W. A. HOCKEMEYER,
Late Manager for the United States of the Crown
Perfumery Co.

S. G. McCotter & Co., the well-known drug brokers, of Maiden Lane, are about to lose the services of Samuel M. Money Penny, who has been connected with the firm for upwards of 25 years. Mr. Money Penny will, on October 1, take the position with Schoellkopf, Hartford & MacLagan, formerly by T. R. P. Loud.

W. E. Ungerer sails on the French steamer La Touraine on September 2 for a visit to the primary markets in the line of essential oils and perfumery materials. While abroad Mr. Ungerer will call upon the several firms whose accounts he carries in this country and will probably perfect arrangements to enlarge his foreign facilities.

"Jack" Stead, of Whitall, Tatum & Co., who has recently returned from a vacation spent in Maine, shows, as a proof of his skill as a fisherman, a photograph of a friend and a guide supporting a string of black bass nearly two yards long and weighing over 70 pounds. Mr. Stead himself is seen in the background, viewing with becoming pride the results of one hour's fishing.

The New York City Board of Pharmacy obtained a conviction in Queens Borough last week in the case of Chris Raab, proprietor of a drug store at 179 Lafayette avenue. Evergreen, who was fined \$50 for having sold drugs and compounded prescriptions without being registered by the board. The evidence against Raab was obtained by Dr. Harry B. Ferguson, of the New York College of Pharmacy, who is an inspector for the board.

Charles E. Crawford, well and widely known as the genial and capable head clerk of the J. Milhaus' Son pharmacy, 183 Broadway, has broken into his established custom and consented to take a vacation. He has been head clerk in Milhaus' for upwards of twelve years and in all that time has not, up to the present, taken a vacation. He will spend his recreation time in Maine, recuperating his health, which has been recently showing the effects of his close application to business.

Prof. Wilbur L. Scoville, of the Massachusetts College of Pharmacy, was among the callers at The American Druggist office last week. He was in New York three days engaged in a chemical investigation in behalf of a manufacturer. He is now enjoying his vacation "somewhere in the Berkshires." In order to make his vacation a thorough one he has informed no one of his exact destination, and he will try for the time being to forget that he has any connection with either pill tiles or retorts.

The body of Charles Schapera, of the firm of Charles and Louis Schapera, druggists, at 319 Madison street, who was drowned while bathing at Great Neck, L. I., on August 13, has been found and brought to this city. Schapera was twenty-two years old and was born near St. Petersburg, Russia. He came here with his parents when a child, and was educated in the public schools in this city. He studied pharmacy in the College of Pharmacy of the City of New York, from which he was graduated at the last term.

At the office of the M. J. Breitenbach Co. a telegram was received reading as follows: "Alexandria Bay, August 17. Make no contract for bottles. Am catching them. M. J. Breitenbach." Later, mail advices explain that Mr. Breitenbach while fishing for bass had landed a pepto-mangan bottle, and confidently looked forward to securing a sufficient supply to avoid the necessity of making a contract for supply in the fall. No further news had been heard, and Ed. Wells says that Mr. Breitenbach is still fishing for bottles.

Wm. J. Fuerst, of Fuerst Bros. & Co., returned about a fortnight since from a tour of Great Britain and the Continent, where he found business in all lines in a most prosperous condition. Mr. Fuerst attended the annual meeting of the Society of Chemical Industry, which was held at Newcastle on July 13 and 14, and was treated with the utmost cordiality by his British conferees. It was during this meeting that the election of Prof. Chandler to the presidency of the society was confirmed and the election was welcomed with demonstrations of great pleasure by all.

F. W. Koch, who is in charge of Boehringer & Soehne's Ferratin Tablets advertising, is spending the summer on a farm in Monmouth County, N. J., with his family. He comes to town daily on the Jersey Central Railroad, and declares that the trip up, especially along shore and over the wide Newark Bay trestle, with oceans of ocean breezes to inhale, is the best treatment in the world for anemic people, provided they take Ferratin tablets to equip the blood for utilizing the ozone. Mr. Koch is not anemic, but he knows a lot about anemia and the superior virtues of ferratin as a quick cure for the disease.

Referring to the introduction of a penny-in-the-slot directory machine in a New York drug store, the New York "Times" appears to think that "The old, old right of free-born Americans," that of using on sight the druggist directory, is in danger. In Reeder Brothers' pharmacy, 460 Fourth avenue, there has been placed an iron stand. This holds up an oaken box, and inside, only to be reached by the dropping of a penny through a slot, is the directory. The entry of the coin releases a spring, the lid may be lifted and the book consulted. There is limit on the time the directory may be kept in use.

"Shall Pharmacists Become Tradesmen?" the work promised from the pen of George J. Seabury is rapidly nearing completion, but the advance subscribers to the book are beginning to grow slightly apprehensive, since recent reports from the author indicate that he has at least temporarily abandoned the book for his favorite sport of trout-fishing. A rumor has reached them from Lake Memphremagog of the successful landing by Mr. Seabury of an eighteen-pound lake trout, the fish being caught on the Canadian side. Fishing, particularly trout fishing, amounts almost to a passion with Mr. Seabury, and unless they stop rising soon, it is feared the publication of the book may be delayed until at least the end of August.

Among recent visitors to the New York drug market we noticed: H. Heller, of the Heller Chemical Co., Chicago; E. J. Schall, of the Meyer Bros. Drug Co., St. Louis; J. W. Withington, of Withington & Lynch, Birmingham, Ala.; C. F. G. Meyer, of the firm of Meyer Bros. Drug Co., St. Louis; J. W. Ward, of Carlisle & Ward, Griffin; Dr. E. L. Stewart, of the Starke Drug Co., Starke, Fla.; R. J. Martinez, Jacksonville, Fla.; Wm. Howe, of the Doeller Drug Co., Hamilton, Ont.; G. Ehrlicher, of Ehrlicher Bros., Pekin, Ill.; E. S. Burk, of the Smith Drug Co. of Texarkana, Ark.; H. W. Cady, Pittsburg; C. B. Lee, of Lee & Osgood, Norwalk, Conn.; B. H. Owen, of Owen & Moore, Clarksville, Tenn.; J. Lake, of the H. W. Lake Drug Co., Waterbury, Conn.

The police of Jersey City and of Brooklyn are looking for a slick individual who represents himself as an agent of the League of American Wheelmen, but who is really a swindler. He was heard of in Jersey City two weeks ago, when he visited several druggists and endeavored to enlist their aid in the service of wheelmen. His plan was to establish an L. A. W. stand in the drug store where wheelmen would be enabled to get certain reductions on all purchases. The druggist was to pay two dollars for the stand privilege, and a sign bearing the words "L. A. W. Rest" would be sent in a few days. The swindler, for such he was found to be, succeeded in duping more than one druggist. This same individual is wanted in Brooklyn, where he carried on his swindling game most extensively.

Drugs for Destitute Porto Ricans.

The shipment of drugs by the Porto Rican Relief Committee of the Merchants' Association of New York, of which Governor Roosevelt is chairman, by the United States Transport McClellan on August 23, consisted of 170,000 two-grain quinine pills, packed in 820 bottles, 220 bottles having 500 pills to the bottle and 600 bottles having 100 pills to the bottle; 9,500 pills of Warburg's tincture of one drachm each, without aloes, put up in 31 bottles, 16 of the bottles having 500 pills to the bottle and 15 having 100 pills to the bottle; 11,000 one-grain calomel pills, put up in 30 bottles, 20 bottles having 500 pills each and 10 bottles having 100 each. The Upjohn Pill & Granule Co., who sold these drugs at cost, also donated 12,096 two-grain quinine pills, put up in 280 bottles of 30 pills each and in two gross boxes of one dozen each, value \$50. Messrs. Lehn & Fink contributed medical supplies to the value of \$50.

In the shipment of drugs there was also included twelve cases of "Gude's Pepto-Mangan," bought from M. J. Breitenbach Co., who added, as a donation, two additional cases; six carboys of Fowler's solution, to which the firm of McKesson & Robbins, who sold this shipment, added, as a donation, one carboy.

PHARMACEUTICAL CLERKS' ASSOCIATION.

Moving for Shorter Hours.

The August meeting of the Pharmaceutical Clerks' Association proved an interesting one, despite a somewhat limited attendance. Vice-president Chas. F. Dyna, of Brooklyn, presided in the absence of Mr. Dietz, and Secretary Keefer recorded the proceedings. After the minutes of the previous meeting had been read and adopted, three applications for membership were presented and acted upon. The new members are G. L. Walker, H. Gerson and Leo Digenstein. C. J. Ellison made a report in behalf of the special committee on conference with other pharmaceutical societies. Copies of the draft of a bill for shorter hours had been sent, he said, to the Manhattan Pharmaceutical Association, the Kings County Society, the German Apothecaries' Society and the Richmond Borough Pharmaceutical Association. The draft agreed upon by the clerks is a purely provisional one and has been placed before the other societies named with a view to bringing out suggestions for its improvement. The draft reads:

AN ACT.

For the regulation of the working hours of pharmacists and drug clerks in the City of New York. The people of the State of New York, represented in Senate and Assembly, do enact as follows:

Section 1.—This act shall apply to the city of New York.

Sec. 2.—No pharmacist or drug clerk employed in any pharmacy or drug store shall be required or permitted to work more than seventy (70) hours per week. Nothing in this section shall prohibit the working of six (6) hours overtime during any week, for the purpose of making a shorter succeeding week, provided, however, that the aggregate number of hours in any such two weeks shall not exceed one hundred and forty (140) hours. The working hours shall be consecutive, allowing two hours for meals.

Sec. 3.—No proprietor of any drug store shall permit or require any clerk to sleep in any room or apartment in or connected with any such store, which does not comply with the sanitary regulations of the local Board of Health.

Sec. 4.—It shall be the duty of the Board of Health to adopt rules and ordinances for the enforcement of this act.

Sec. 5.—This act shall take effect immediately.

The subject of entertainment for the coming winter was brought up by Bernhard Steindler, who informed the meeting that a provision existed in the by-laws for the appointment of a Committee on Entertainment to consist of ten members of the Executive Committee, but that this provision had never been taken advantage of. After some debate it was resolved to at once appoint a committee of the kind called for by the by-laws, and the following members were appointed: Bernhard Steindler, C. J. Ellison, A. T. Koenig, H. T. Mallarky, O. N. Frankfurter, Geo. C. Roux, W. E. H. Schneider, A. Klingmann, F. B. Furnival and M. Rafter.

C. J. Ellison wanted the adoption of a set of rules for the guidance of the members in debate, and he read a paper embodying his ideas. As some of the rules proposed by Mr. Ellison conflicted with the by-laws now in force, the whole matter was laid upon the table, and a committee of three, consisting of the following members, was appointed to revise the by-laws: David Costello, C. J. Ellison and A. Robinson.

Secretary Keefer then offered the following resolution, which was adopted, not, however, before an amendment altering the wording to "sixty-six hour law"

instead of "seventy-hour law" was voted down. Mr. Keefer's resolution, which was referred to a committee of three to bring it before the editors of the New York daily newspapers, was worded as follows:

Resolved, That we request the pharmacists of New York to close their stores at 10 o'clock p. m., and put in practice as near as possible the provisions of our proposed seventy-hour law. We request the Manhattan Pharmaceutical Association, the Kings County Pharmaceutical Society, the German Apothecaries' Association and the Richmond Borough Pharmaceutical Association to urge their members to carry out the provisions of this proposed law as nearly as possible.

The resolution as printed did not receive the publicity which its mover looked for, since the "New York Herald" was the only metropolitan daily to give it any prominence. The "Evening World" put it in small type and buried it in an obscure part of the paper.

Drug Clerks who desire to become members of the Pharmaceutical Clerks' Association should make application to the Secretary, E. A. Keefer, 198 Ninth Avenue.

New York Alumni to Have Another Outing.

Eugene F. Lohr, the chairman of the Press Committee of the Alumni Association of the College of Pharmacy of the City of New York, has sent out the notice of an outing to Lohbanier's Bay View Park, Pelham Bay, which is to take place on September 13. The directions to reach the place of outing are given by Mr. Lohr as follows: Take the Third avenue elevated to 177th street, then trolley to Westchester Village, where stages will take guests to the park, free of charge.

Sham Suicides.

A man from Norwich, N. Y., who after a tiff with his wife smeared carbolic acid upon his whiskers and feigned suicide, has repented. His employer administered mustard, and the doctors poured emetic after emetic down his throat against the joker's decided protestations, and finally the stomach tube was resorted to. When the victim stopped his struggling the doctors found time to look into the throat and found that no poison had been taken.

Cases of this kind are not at all rare in the experience of the craft. A case having some points in common with this came under the observation of a local druggist, when he was young at the business, who tells his experience as follows: Left to attend the store alone one busy evening, he was called upon by an old customer for an ounce of laudanum "to be used in poultices." He handed over the drug and thought no more about the transaction, but less than half an hour a son of the customer rushed excitedly into the store and asked, "What was that you gave my father? Whatever it was, he has swallowed it and is dying." A doctor was immediately sent for, and the drug clerk himself hurried to render what aid he could. The supposed suicide was found lying on a lounge, surrounded by the members of his family, who were all wailing and weeping over the sad affair. It did not take either the terrified drug clerk or the doctor long to discover that none of the laudanum had been taken, but that the suspected suicide was shamming in order to frighten his family. The doctor made up his mind quickly. Pretending that the case was a serious one, he ordered a tablespoonful of mustard to be mixed with a cup of hot water, and

administered the dose despite the struggles of the victim. A stomach pump was then brought into use, and fresh torture applied. He was then turned over to the mercies of two stout young fellows of the neighborhood, who were instructed to walk him up and down the sidewalk, administering vigorous and frequent slappings and thumpings for an hour. A cure was effected by this time, and it was the last of this man's attempts to sham suicide.

WESTERN NEW YORK.

Trade Quiet in Buffalo.

More Grocery-Drug Stores.

Buffalo, Aug. 19.—There is the usual dropping off in sales at drug counters. Even the soda fountains feel the depauperations of tourists severely. There is no material change in the general situation. The cut-rate problem is engrossing the attention of everybody as usual. Some of the retailers are now saying that there is no other way out of the tangle but to put the prices of preparations that are generally cut down to bottom prices and keep them there. They smile very audibly when some cutter who tries to play fast and loose in the business, cuts only a part of the time. Such a house will occasionally pretend to cut, and get out a taking advertisement to that effect, when the fact is that the all-the-time cutter is selling the goods every day lower than the advertiser.

A Medical Missionary.

Dr. R. S. Hamilton, who has for a considerable time maintained a retail drug store on Seneca street, Buffalo, has about completed arrangements to leave it in competent hands and go to Asia Minor, probably Beyrout, and establish a hospital on missionary lines. He has been there before, and while there, became greatly impressed with the need of work of that kind; in fact, so much so that he was preparing to set out on his own account. Lately it is reported that the Presbyterian Board of Foreign Missions has come to his assistance.

A Grocery-Drug Store.

Charles A. Libolt, for some time a clerk in the Genesee Pharmacy of Dr. Gregory, has been selected as the Niagara drug representative of the Faxon Grocery House, which will soon open a new store in Niagara Falls. This concern has several groceries in Buffalo, all with drug annexes.

Burning of the Industrial Street Fair.

Rochester, Aug. 20.—The recent fire that made such havoc among the booths of the fair seems to have passed most of the druggists by on the other side. O. J. and J. A. Bryan were the only druggists who sustained any loss. This firm had on exhibition a fine line of goods of their own manufacture, probably by far the best at the fair. This booth was situated directly in front of the main entrance, and was greatly admired. During the fire it was completely destroyed. Mr. Rebscher, the manufacturing perfumer, had an attractive booth that was completely destroyed. The Moxie Nerve Food wagon was driven out by a back

way and sustained no loss. Some of the exhibitors were protected by insurance, but to the majority the loss will doubtless be complete.

BUFFALO ITEMS.

Neil McEachren, who has been in the Board of Supervisors a long time, is a candidate for Alderman this year.

T. B. Dunn, of the T. B. Dunn Co., Rochester, of Sen Sen fame, expects to leave August 31 for a two months' trip through Europe.

The annual outing of the Buffalo druggists, to be held at Edgewater, on the Niagara, comes off on the 23d, too late for a report in this letter, but it is safe to say that the ball game and the clambake will be perfect in their way.

The Erie County Board of Pharmacy is adjourned during August, but on application to Secretary Reimann a pharmacist's license has been issued to Malcolm J. Wilcox on his diploma of the Buffalo College of Pharmacy, and an assistant license to John Merritt Parsee, on his Philadelphia College diploma. Mr. Wilcox is with Dr. Gregory and Mr. Parsee with W. C. Dambach.

Edward Ray Thompson, the youngest son of John L. Thompson, who amassed a large fortune by the manufacture and sale of eye water and owned the largest drug house in Troy, N. Y., is reported to have taken his life in Paris on August 16. The deceased was well known in New York society. He was a member of the Union Club, which was his New York address. He was also a member of the Grolier and University Clubs. His Troy address was 24 First street.

WELCOME TO MR. AND MRS. STODDART.

The return of Mr. and Mrs. Thomas Stoddart to their home in Buffalo after a three months' sojourn in Europe was marked by a fine demonstration of welcome on the part of the St. Andrews Society, of Buffalo, of which Mr. Stoddart is president. A large number of members of the St. Andrews Society and the Gordon Highlanders lined up on the sidewalk and in the roadway fronting his residence and gave him a right royal welcome. A reception was held in the evening, and pipers were there to play the favorite Scottish airs. Mr. Stoddart brewed "a bowl o' barley bree" from the real mountain dew, and the occasion was a source of much enjoyment. As a token of the regard and high esteem in which Mr. Stoddart is held by his fellow citizens the demonstration could not be surpassed. Mrs. Stoddart was the recipient, during the evening, of many graceful compliments.

PRESIDENT OF AN ITALIAN SOCIETY.

Dr. W. G. Gregory, of Buffalo, now claims a distinction that cannot be matched by any other druggist in the country, that of wearing a button of the most approved modern porcelain pattern that must have been struck off especially for him. It is a president's button, too, for he has lately been elected honorary president of the Italian society that has located near his Niagara street pharmacy. The society lately held its annual outing and the button was issued as one of the events of the occasion. When the Italian contingent located in that vicinity and began to patronize the pharmacy there were misgivings. It was feared that there would be various difficulties arising from the financial side of the trade if no other, but it turned out that all doubts were ill founded. The Italian customer may not buy lavishly as an individual, for he is poor, but he is very numerous, and, moreover, he has no credit and pays cash. Besides he is no kicker, and taken altogether he is now classed as a specially good customer.

Secretary Dawson Reappointed.

Governor Roosevelt has reappointed Edward S. Dawson, Jr., secretary of the State Board of Pharmacy for the full term of five years. This appointment will be hailed with great satisfaction by the up-State pharmacists, as Mr. Dawson is recognized to be one of the most able and painstaking officials ever connected with the State Board. In this appointment Governor Roosevelt has again demonstrated his ability to pick out the best man for the office, as he has so frequently done since he was elected Chief Executive of the State.

MASSACHUSETTS.

Milk as a Beverage at the Soda Counter.

Boston, Aug. 21.—The editorial in the last issue on "Milk Preservatives" was read with much interest, and was warmly commended. Preserving agents cannot be legally used in this State; in fact, the selling of milk containing any foreign substance is a crime. In this city, especially, the law relating to this subject is strictly enforced, and there are numerous instances where vendors of lacteal fluid have been fined for their folly. There are firms whose exclusive business is the supplying of these agents—the new ones as they come out and the old ones under new names—and they find victims even here who will make the experiment, especially if it is thought that the substance cannot be detected. Compounds of boron were formerly given the preference here, but numerous fines stopped their use. Then came formaldehyde, and in the use of this there is fraud, for the vendors of this compound dilute the 40 per cent solution to about 10 per cent and charge 50 cents a pint for this watered mixture. It is offered for sale under several fanciful names, which usually end with "ine." Many milkmen laid in a stock of these compounds last summer in the supposition that their use would escape detection, but the vigilance of the authorities rapidly dispelled this idea. Exclusive of their harmfulness a great objection comes from the use of these substances by ignorant people, who add to their milk a great or small quantity, as they think will best suit their needs. While they may not be injurious to persons in good health, even when employed in this manner, there are decided objections to their addition to the milk to be used by infants and invalids.

This milk question is of more than passing interest to the pharmacist on account of its use at the soda fountain. Milkmen number pharmacists among their best customers, and the druggist usually pays a good price for the product of the cow. At many of the small stores only a thin or "strawberry cream" is employed in the preparation of drinks, but at some of the large downtown stores large quantities of milk are used in addition to the cream. Some of the milk is made into milk shakes, but a surprisingly large quantity is sold in the original condition, and the number of customers is said to be on the increase. In some instances it is drawn from the fountain from a syrup receptacle. At one or two stores nearly a dozen large cans (8½ quarts) are used daily. William H. Knight, corner of Hanover and Court streets, is one of our druggists who uses large quantities of milk, and at some of the new stores like that of the Jaynes & Chapin Co., a large refrigerator forms a part of the store furnishings. These are for the purpose of keeping the milk and egg products in the best condition.

Soda Water Outside the Drug Trade.

While there are many pharmacists in this city who dispense great quantities of soda water daily, the largest dealers are outside the drug trade. The cream of the trade is, without doubt, at Thompson's Spa, on Washington street. This place is centrally located, and enjoys a large trade. The system is excellent, and, with-

out criticising other establishments, is as near perfection as can be obtained. The attendants have been the same for many years, and Mr. Eaton, the proprietor, believes them worthy of their hire, and pays some of them between \$3 and \$4 per day. Several of the department stores have fountains, and each does a large business. Houghton & Dutton were the pioneers, and, although they cut prices on about everything else, they have, up to the present time, failed to do so with soda water. The Pitts, Kimble Co. next engaged in the business, and they slashed the prices generously. The ordinary soda water is sold for three cents a glass, and five cents is charged for ice-cream soda. The three-cent drinks are of fair quality, but the five-cent variety are somewhat scant. Jordan, Marsh & Co. placed a large fountain of the Puffer pattern in their store within a year, and they already do an immense business. They also have an excellent system, and dazzling cleanliness is one of the prevailing virtues. They employ the check system, the check being purchased before, and delivered to the attendant on obtaining the drink. At this place five cents is charged for the ordinary drinks and eight cents for ice cream soda. This latter price was also charged last winter for "hot soda," but with each drink small crackers were served. This proved to be a taking novelty. Other dealers who have heavy patronage are Huyler, on Tremont street, who also uses the check system, and McDonald, on Winter street. The attractive service in some of these establishments is worthy of imitation.

BOSTON ITEMS.

David Welsh, of Edgeworth, will soon open a new store in South Boston.

Harry Drew, of this city, has taken a position as clerk with C. Bickford, of Lynn.

Martin C. Roos, Blue Hill avenue, has sold out his store and will enter the Harvard Medical School.

The Weeks & Potter Co. has subscribed \$100 to the fund for the relief of Porto Rico's unfortunates.

James W. Tufts recently sold new fountains to the John Peters Co., of Taunton, and L. May, of this city.

W. A. Brown, of Brookline, has taken a position as manager of Walker & Rintel's Dewey square store.

Nellie Bass recently opened a new store at Pigeon Cove. This gives the Bay State another woman pharmacist.

Arthur E. Corneau, Fall River, is to open a new store and has contracted with James W. Tufts for a new fountain.

G. P. Danforth, of Watertown, is away on a two weeks' vacation, and E. A. W. Raymond is in charge during his absence.

K. J. McKenzie has sold his store in Stoughton to E. C. Anderson, of Cambridge. Mr. McKenzie goes to Nova Scotia for a much needed rest.

M. D. Fisher has sold his store, corner of Massachusetts avenue and Washington street, to his head clerk, George L. York, and Henry F. French, of Everett.

This city is to have two new stores. A. W. Cunningham and L. G. Pattison are the respective proprietors. The fountains for these establishments will be supplied by James W. Tufts.

A number of gentlemen prominent in drug circles have been selected by Mayor Quincy as members of the Porto Rican Fund Committee. The list includes Robert M. Burnett, Thomas L. Jenks and Nathaniel J. Rust.

With some of the stores recently opened in this State the "opening day" has been made a decided feature. They are not only advertised largely, but free soda helps to draw the crowd. The Harrington-Rintel Drug Co., of Lynn, tried

the experiment, and W. H. Dyer, of Leominster, also made use of it. Both openings were successful.

NEW ENGLAND ITEMS.

A new store is to be opened at Central Falls, R. I., by the J. C. Cabana Co., and an elegant fountain supplied by James W. Tufts will adorn the establishment.

John L. Gleeson, of Quincy, was found dead in a room connected with his store on August 4. The medical examiner was called, and after an examination reported the death due to rheumatism of the heart. The deceased was 55 years old and unmarried.

The body of Martin H. Holland, a Portland druggist who had been missing for several days, was found in Casco Bay August 12. Mr. Holland had been affected mentally for some time, and had wandered away from home several times before. He was 26 years of age and unmarried.

The scare concerning liquor prosecutions at Providence, R. I., proved to be a veritable flash in the pan. A few arrests were made, but the courts would not accept spotter evidence, and now some of the weakly people who were behind the movement are being sued by former defendants.

Edwin P. Bryant, of the firm of George C. Goodwin & Co., Hanover street, died at his home in Arlington on August 18. He was 48 years old, and was born in Lexington, the son of Mr. and Mrs. Albert Bryant, who survive of him. He married Nellie W., daughter of the late John Osborn, of Arlington. He had lived in Arlington 25 years, was prominent in the Unitarian Church and much respected in the community in which he lived. Deceased had been connected with the above named drug firm for many years.

The 26th annual meeting of the New Hampshire Pharmaceutical Association will be held at Sunapee Harbor, Tuesday and Wednesday, September 5 and 6. On arrival at Lake Sunapee station the members will embark for a steamboat ride on the lake, landing at "The Harbor," where headquarters will be established at the "Ben Mere Inn." Arrangements have been made for special rates on steamboats, at the hotels and from the B. & M. R. R. Those intending to submit papers are requested to report to A. D. Smith, Manchester.

South Dakota.

The South Dakota Pharmaceutical Association held a two days' meeting at Watertown, August 9-10. At the first day's session was read the president's address, followed by the reports of standing committees. The report of the treasurer showed the Association to be in excellent financial condition, with \$750 on hand.

At the afternoon session I. A. Keith, of Lake Preston, read a paper on "Wayside Impressions in Pharmacy Regulations and Practice in South Dakota." Mr. Brinsmaid, of St. Paul, representing the Minnesota Pharmaceutical Mfg. Co., addressed the Association. Resolutions were adopted recommending the use and sale of remedies made by this company.

The convention adjourned on August 10 after indorsing the National Association of Retail Druggists, appropriating \$50 for the same, and electing the following officers to serve during the ensuing year: President, D. F. Jones, Watertown; first vice-president, Mrs. Dr. Jarvis, Faulkton; second vice-president, A. L. Binford, Brookings; secretary, E. C. Bent, Dell Rapids; treasurer, N. R. Gilchrist, Wakonda; local secretary, E. N. Aldrich, Brookings.

The Association selected the following names to be presented to the Governor for the State Board of Pharmacy to succeed James Lewis, of Canton: W. H. Branch, of Parker; Dr. E. M. Cotton, of Tyndall, and W. J. Hull, of Alexandria. Brookings was selected for the meeting next year.

PENNSYLVANIA.

Druggists Enjoying Vacations.

Trade Good at Seaside Resorts.

Philadelphia, Aug. 21.—There is very little going on in this city at the present time. There seem to be more absent druggists than ever before, which goes to show that some of them have made money during the last year. The seashore and mountains seem to be the favorite resorts and many of them are taking salt water baths, while others are inhaling the pure air of the mountains. The drug business has fallen off, and while there is a good demand from the country the city stores are placing few orders. The seashore trade is larger than ever before and the demand is not confined to any one article, either; drugs, sundries, etc., are being shipped in large quantities.

Druggists Are Interested in This.

The coming Industrial Exhibition which is to be held in this city next month is of great interest to the drug trade throughout the United States, as many specimens of foreign drugs are to be on exhibition. Some of the leading drug houses here have secured space in the building and they intend to make fine exhibits. The druggists are quite jubilant over the success they had in securing money, as this trade organization subscribed more than any other and everybody has not been heard from.

HERE AND THERE IN PENNSYLVANIA.

W. A. Carpenter, of Twentieth and Parrish streets, is enjoying the ocean breezes at Ocean City, N. J.

Egel & Booth have bought the store at 2849 Lancaster avenue and have fitted it up in a sumptuous manner.

Herman McBride, formerly clerk for Frank Metz, Etna, Pa., has opened a store almost opposite his old employer's stand.

S. E. R. Hassinger, Twenty-third street and Fairmount avenue, is spending the summer with his family at Ocean City, N. J.

W. Nelson Stem and Wallace Procter, two prominent druggists of this city, are spending a few days by the sea at Longport, N. J.

The Duquesne pharmacy, Duquesne, Pa., has been closed by the sheriff on a judgment given by the owner to his mother for borrowed money.

Clayton Martin, of the Philadelphia Drug Co., has returned from a pleasant trip to Lancaster, Pa., and has gone with his family to Atlantic City.

Walter F. Ware is doing an immense business and he reports a large increase in the sales of all of his specialties. He attributes it to advertising.

Wm. Hamnett has rented the corner store in the Brinker building, Wilkensburg, in which he intends to put in a drug store to be managed by Mr. Wise.

W. M. Tarr, one of the popular employees of Rosengarten & Sons, of this city, has been down to Atlantic City to spend his vacation. He was registered at the Aldine.

C. W. Warrington, of Seventeenth and Mt. Vernon streets, is another druggist who has been passing his time away at Atlantic City. Quite a colony of druggists down there now.

Charles P. Kirby, Thirty-third and Chestnut streets, has returned from a very pleasant trip to Virginia, and brought with him some pretty photographic views of the places he visited.

Walter F. Ware, the Mizpah nipple man, has been gradually adding to his stock until now he has a fine line of druggist's sundries. Mr. Ware is a thorough hustler and one of the most agreeable men in the drug line.

Bullock & Crenshaw, one of the oldest houses in this city, have notified their employees that

they will retire from the wholesale drug business shortly and devote their time and attention to chemicals and scientific apparatus.

P. C. Schilling, druggist, corner Penn and Sixth streets, was very badly injured in a bicycle collision, having been run into by a careless rider. Mr. S. says he was considerably used up, but "you ought to see the other fellow."

Business during the past month has been very quiet in Pittsburgh and vicinity. Many customers are away to the seashore and other summer resorts. Cool evenings have diminished the demand for soda water and other cooling drinks.

John C. Smith has sold his store at the corner of Eveline and Penn avenues to Dr. R. D. Keck. The doctor is an old-time druggist, having been for many years proprietor of the store at the corner of Federal and Sampson streets.

John Wyeth & Bro., of this city, have just let a contract for the erection of a five-story addition to their laboratories. The addition will have a 141-foot frontage on Washington avenue and will be furnished with a high brick water tower. The operation is to cost \$15,000.

Wm. H. Carson, the assistant prosecutor of Camden, who was assassinated by his brother-in-law, Samuel A. Sheets, on the 12th inst., was a son-in-law of Horace M. Sharp, the secretary of the Jayne Medicine Co., of this city. Sheets afterward committed suicide by shooting.

Druggist A. W. Holthouse, of Allegheny, undertook to settle his own grievance over a business transaction by giving the party of the second part a pair of black eyes. Alderman Toole takes exception to his method and says he must explain to the judge at the next term of court.

Dr. W. C. Ebaugh, the druggist at 388 Lancaster avenue, was recently enjoying the music of Damosch at Willow Grove, and while so doing was relieved of the responsibility of carrying his pocketbook, which contained over \$40. He says the concert was fine, but hardly worth what it cost him to enjoy it.

Contractor Geo. L. Sipps has been awarded the contract for an addition, and will start work at once on the construction of a modern brick and iron five-story building, 41x127, for John Wyeth & Bro., Eleventh street and Washington avenue, at a cost of \$45,000. Special apparatus and power equipment will be installed by the owners.

Henry Troemner, the well-known manufacturer of scales and analytical balances, of this city, has just awarded a contract for the erection of a four-story factory at Twenty-second and Master streets, where he proposes to do all his manufacturing and repairing. Mr. Troemner has an enviable reputation for his products, and ships his goods all over the world. He manufactures the fine, delicate balances that are used in the U. S. mints for weighing gold and silver.

North Dakota.

The North Dakota Pharmaceutical Association held a two days' convention at Fargo on August 8-9. Officers to serve during the ensuing year were elected as follows: President, A. L. Lien, Hillsburg; first vice-president, H. Lewaux, Grafton; second vice-president, H. H. Bateman, Cooperstown; secretary and treasurer, W. S. Parker, Lisbon. Messrs. Meredith, of Casselton; Grant, of St. Thomas, and Wamberg, of Hope, were selected as Executive Committee. Messrs. Parker, of Lisbon, and Christianson and Tenney, of Fargo, were recommended as members of the State Board of Pharmacy.

The subject of establishing a chair of pharmacy at the Agricultural College went over for a year. The Association discussed the question at considerable length and finally authorized the appointment of a committee to visit the different State institutions and see what the cost would be, and which presented the greatest advantages. The Agricultural College was visited. It was shown instruction could be given by the employment of one additional man. All the other branches are taught.

OHIO.

Cincinnati, O., Aug. 20.—An interesting appeal has been sent out from this city to druggists throughout the country to join the National Association of Retail Druggists, which holds its first convention in Cincinnati, Oct. 2, 3, and 4. The circular reads as follows:

"Who would fail to pick up a ten dollar gold piece lying defenseless in the street?"

"No one but a retail druggist."

"This sounds absurd, yet it is just what those retail druggists are doing who fail to take an active interest in holding up the hands of the National Association of Retail Druggists."

"The secret of success to-day lies in perfect organization, which has already done wonders in an incredibly short time but will not be 'perfect' until everyone of the brethren is enrolled under its banner."

"It is no longer an experiment. It has forced substantial recognition of its power already, and results stand in evidence. The ball is rolling now in the right path and will sooner or later prove a car of Juggernaut to its opponents, who may be defined as those who are not in active sympathy with the objects of the National Association of Retail Druggists."

"Don't wait for your neighbor. Join your local association at once. Put your shoulder to the wheel and then persuade him to go and do likewise. It is a matter of mickles in time and expense, but it means muckles for your cash drawer and no more daddy dollar sales for eighty-five cents. The procession has started. Get into it or get left."

HEARD ABOUT THE CITY.

Several druggists will attend the Zanesville convention.

The Academy of Pharmacy will give an outing at Coney Island.

Albert Youngbluth has been appointed druggist at the Jewish Hospital.

Andrew Bain, the pharmacist at the City Hospital for several years, has been appointed assistant superintendent.

It is rumored that William S. Wagner, the clever druggist at Seventh and Vine streets, has a couple of pinching bugs in his possession.

W. W. Welshimer, formerly of Van Wert, has purchased the old established May pharmacy at Troy, O. The place will be refitted throughout.

Charles E. Kellar is away on a four weeks' vacation visiting friends and relatives. During his absence the store is in charge of Charles E. Fieber.

Theodore Wetterstroem is one of the three delegates appointed by the O. P. A. to attend the pharmacopoeial convention in Washington in 1900.

Louis Luppert, clerk for B. George & Co., of Winchester, Ky., lost all his household goods by fire recently. Unfortunately he carried no insurance.

W. H. Sewell, of Seventh and Woodland streets, Nashville, Tenn., has sold his store to M. L. Cook. Sewell expects to locate some place in the West.

J. Henry Schroeder has purchased the drug store of David Klein at Madisonville. Mr. Schroeder was for a number of years pharmacist at the Jewish Hospital.

Dr. Albert Schwartz and wife and Julius Fritzsche and wife are enjoying the cool breezes at Atlantic City. While East they will visit some of the larger wholesale houses.

Adolph Leue, M.A., Ph.D., professor of botany in the Cincinnati College of Pharmacy, has received the appointment by the Board of City Affairs to label all trees in the public parks.

Albert Vogeler, of the Stein-Vogeler Drug Company, is enjoying the breezes of Lake Michigan from the verandas of the Chicago Beach Hotel. Upon his return Otto Stein will hie himself to the seashore.

O. N. Garret, of the well-known firm of Garret & Ayres, Hillsboro, was elected delegate to represent the Ohio State Association at the American Pharmaceutical Association meeting at Put-in-Bay in September. Mr. Garret is one of the leading and most popular druggists in the State.

Peter Schlosser, of the well-known firm of Schlosser Bros., Louisville, Ky., was in the city for a few days last week. Mr. Schlosser stands very high in pharmaceutical circles in his State, being chairman of the executive committee of the State Association. Come again, Brother Schlosser.

The transportation committee of the N. A. R. D. is busy arranging for the coming convention in this city October 2, 3 and 4. It is estimated that between seven and eight hundred delegates will be present. Inquiries about transportation should be addressed to Frank Freericks, of Walnut Hills.

The recent death of J. Clark Tyler, at Cynthiana, Ky., was a great shock to his legion of friends. Mr. Tyler was well known to the trade in that section of the State, having been connected with R. C. Lloyd, at Mt. Sterling, and had only recently taken a position with J. W. Reneker, at Cynthiana.

The G. Doeller Drug Company, of Hamilton, O., have recently moved into more spacious quarters. They are now located at 629 Central avenue, in the Butler county capital. The main store is still located at 30 High street. The branch has been thoroughly refitted by a local concern in the most modern style.

DETROIT NOTES.

W. I. L. Stearns, of F. Stearns & Co., has let the contract for the construction of an elegant modern residence on Euclid avenue, Detroit.

James W. T. Knox, editor of "The New Idea," and Miss Julie Nagel, of Detroit, were married recently at the Fort Street Presbyterian Church. They are at home, 1177 Champlain street, that city.

F. K. Stearns, president of Frederick Stearns & Co., Detroit, is at his summer home, Magnolia, Mass., with his family. They will remain at that popular resort during the rest of the heated term.

Wayland D. Stearns, superintendent of Frederick Stearns & Co., Detroit, recently took the lake trip to Duluth and finished his outing by a fortnight's sojourn at the Beaumarchais, Lake Muskoka, Ont.

Samuel C. Stearns, manager of the physicians' department of Frederick Stearns & Co., Detroit, included among his outing experiences this summer a very pleasant cruise on the great lakes, lasting about two weeks.

Frederick Stearns recently entertained a number of his friends with a piano recital at his home on Lafayette avenue, Detroit. He is a great traveler and his luxurious home contains many art treasures and much expensive bric-a-brac from all parts of the world.

Work on the new laboratory of Frederick Stearns & Co. is being pushed as rapidly as possible, but on account of the large size of the building it will be some months yet before they are ready for occupancy. While architectural beauty has not been a prime consideration the laboratory will present a very handsome appearance and will be an ornament to one of Detroit's finest streets.

"Medical Institutes" and the Stamp Tax.

Replying to a letter of inquiry sent to the Internal Revenue Commissioner by Revenue Agent Frank G. Thompson, in the course of an investigation of the business methods of "medical companies," Mr. Thompson has received instructions to enforce payment of stamp taxes in proportion to the amount of fee charged for the medicines sold. The instructions cover preparations made by physicians or other persons who seek patronage through the mails, or by circulars, "or who solicit the afflicted by means of classified lists of afflicted persons."

ILLINOIS.

Chicago, Aug. 21.—The main topic of discussion at the moment is the Frerksen case, details of which are given in another column.

Jobbers Work Overtime.

Unexampled activity for the season of the year is the report of the wholesale dealers in drugs and chemicals. More new stocks are being sold in to go to various points throughout the country than at any similar period within the memory of local jobbers. In addition to the evidences of expansion on the part of the retailer there were also evidences of increasing values in the market. Employees of the big local wholesale drug houses have been forced to work overtime during the last week in order to keep up with pressing demands. This is unusual for so early in the season.

The movement of chemicals of the heavier sort was an important feature and was directly traceable to the improved demand from manufacturers in the various industries where chemicals are used.

The Wisconsin Kick.

The Wisconsin Pharmaceutical Association, which at its recent meeting in Janesville passed scorching resolutions denouncing the appointment by Governor Scofield of Henry C. Schrank, of Milwaukee, as a member of the State Board of Pharmacy, it now appears did not expect thereby to bring about any change in the appointment, but adopted the resolutions as a precedent to prevent anything of the same kind in the future if possible. Both the Governor and Mr. Schrank stand pat, and there is nothing for the druggists to do but accept the situation as gracefully as possible. The objection to Mr. Schrank is based on the fact that he is no longer an active druggist, and the further fact that the Association had recommended two other names for the consideration of the Governor.

The Illinois Board.

The State Board of Pharmacy has been busy all week examining candidates. The session opened on the 14th, and began with oral examinations of applicants for registration under the time service clause of the pharmacy act. The examinations of candidates for registered pharmacists began Tuesday. There were 175 applicants, which made an unusually large class for the summer season and it kept the Board busy getting through with them.

Chicago Druggists in Secret Session.

The Executive Committee of the Retail Druggists' Association held a meeting during the week behind closed doors. The questions under discussion were matters pertaining to the relations between the druggists and certain proprietary interests. The department store question also figured in the matter. While the members are very reticent as to the action taken it is viewed by some as being a radical one provided things go as they have arranged. If this is the case the plan they are working out will make itself known in due course. But if the plan is a failure nothing will ever be heard of it. In other words, if it is a success it is going to be a good thing like all successes, but if it is a failure the world will never miss it.

Credit Man Pays Cash.

Jerome V. Pierce, credit man for the Fuller & Fuller Co., wholesale druggists, was before Justice La Mena at Austin recently on the charge of riding his bicycle on the sidewalk. "The road was simply impassable," Mr. Pierce explained, "and the sidewalk looked so inviting that I took it." "When the roads are bad, you can always walk, you know," suggested the justice. "But I was tired, and I had ridden a long distance—" "You shouldn't have ridden so far, then," broke in the justice. "I'll have to fine you \$1 and costs."

Fish Story.

C. P. Van Schaack has just returned from a three weeks' fishing trip in northern Wisconsin and brought back the biggest muskellunge to be found in those waters. He was accompanied by his family.

NEWS NOTES FROM THE LAKE-SIDE.

J. A. Davis succeeds R. V. Armstrong at North State and Oak streets.

W. J. Knick has opened a new store at Albany avenue and West Madison street.

C. V. L. Peters, of Fuller & Fuller, is spending his vacation at Traverse City, Mich.

J. V. Pierce, credit man for Fuller & Fuller, is spending his vacation by making a trip of the Lakes.

L. A. Ellsbury has succeeded to the business of D. C. Cary, at Fifty-first street and Trumbull avenue.

R. H. Van Schaak and family of six children left Saturday for a month on the Massachusetts sea coast.

Dr. Dadirian & Sons Co., of New York, has taken out a license to do business in Illinois, with a capital stock of \$600.

The old-time druggist, Charles Hartwell, died last week. His funeral was well attended by the members of the drug trade.

There was a meeting of the directors of the United States Pharmacy Company last week, at which routine business only was transacted.

The Moritz pharmacy has been opened at Cottage Grove avenue and Thirty-ninth street, with Ed. A. Rogers, formerly of Halstead & Roscoe, as manager.

Thomas Wooten is in Kansas City on his vacation. Mr. Wooten is secretary of the N. A. R. D. Mr. Faxon, of the N. W. D. A., resides in Kansas City.

There was a meeting of the Illinois Pharmaceutical Association at the Sherman House Saturday afternoon. Among the matters taken up was the question of transportation to the next annual convention.

The Diamantine Medicine Company, of Chicago, has been granted papers of incorporation by the Secretary of State. The capital it placed at \$50, and the incorporators are Robert Blumer, X. Walter and Eugene Hildrandt.

The Dr. Morgan Chemical Co. has been incorporated by the Secretary of State. The capital stock is placed at \$5,000, and the first directors and incorporators are George F. Morgan, Frederick Higbee and S. A. French.

The Northwestern Drug Company has been granted incorporation papers by the Secretary of State. The capital stock of the concern is placed at \$10,000, and the incorporators are Leonard Goodwin, George S. MacDougall and Eugene Hoag.

Fears are entertained by his family and friends that Carl L. Lindeman, a druggist of 5100 Wentworth avenue, has met with foul play, or committed suicide. He has been missing since July 10, and hope for his return is about abandoned. In addition to the Wentworth avenue store he had another drug store at Garfield Boulevard and Princeton avenue. It is understood he was greatly worried over financial affairs, and before leaving he gave orders to close one of the stores. Lindeman's wife and family are now at 3328 Armour avenue.

MISSOURI.

St. Louis, Aug. 18.—It looks as though there would be a very slim delegation of druggists from this point to attend the meeting of the American Pharmaceutical Association at Put-in-Bay in September. Dr. H. M. Whelpley is chairman of the Committee on Transportation from this point and is doing all in his power to work up a good-sized delegation, but so far Prof. J. M. Good, wife and daughter are the only ones besides himself and wife who have fully made up their minds to attend. H. F. A. Spilker and wife and H. F. Hassebrock and wife may possibly attend, but are as yet undecided. So far there are no druggists out in the State who have indicated their intentions of going to the meeting, but when the time comes there are always a few who suddenly make up their minds and attend. Anyone desiring information as to rates, etc., will do well to address Dr. H. M. Whelpley, 316 Clark avenue, St. Louis.

The Missouri Board Organizes.

The Missouri Board of Pharmacy held a meeting at Sedalia on Wednesday, Aug. 9, and reorganized. The following officers were elected: President, A. Brandenberger, Jefferson City; vice-president, Wm. B. Kerns, Buncheon; secretary, T. A. Fleischmann, of Sedalia.

CITY NEWS.

C. A. Bader has been appointed assistant pharmacist at the City Hospital.

J. A. Matthews has sold his drug store at Garrison avenue and Chestnut street to Mr. Harry French.

E. A. Leffler, Ph.G., has been appointed chief clerk for Philip Kaut, Eighteenth street and Lafayette avenue.

The infant son of Mr. L. A. Seitz, the well-known South Fourth street pharmacist, died after a short illness on Sunday morning, August 6.

Dr. Hiram Young, of north St. Louis, has recently opened a new drug store at Eighteenth and Olive streets. He is also a graduate in pharmacy.

The druggists' base ball team played the doctors' ball team at Forest Park on Saturday, the 12th inst., with a score of 18 to 26 in favor of the doctors.

E. H. Eyermann, a recent graduate in medicine and also a Ph.G., has been elected an assistant professor in the College of Physicians and Surgeons of this city.

Lewis F. Grewe, of the firm of Schneider & Grewe, 1628 South Grand avenue, was married a few days ago to Miss Minnie Seifert, a popular young lady of the south side.

The evening boat excursion given by the St. Louis Drug Clerks' Society on the 10th inst. was the largest attended and most enjoyable one ever given by the organization.

The physicians of the City Dispensary played base ball with those of the City Insane Hospital on Saturday, August 12, with a score of eight to nine in favor of the Dispensary.

The Alumni Association of the St. Louis College of Pharmacy will give an afternoon and evening excursion on the steamer City of Providence on Saturday, August 26. The boat will stop at Montisano for about three hours.

Miss Edith Binschader, daughter of the vice-president of the J. S. Merrell Drug Co., was married on the 9th inst. to Archie Boyd, Jr., son of the well-known actor. The young couple are taking a three weeks' trip through the East.

It is surprising how few pharmacists are making calculations to enter medical college this fall. As a rule there are from one to two dozen start in each fall to be M. D.s, but so far there are but two who seem to have any intentions of doing so, and they are not as yet certain of taking the course. Perhaps the reason for this is that the better class of medical colleges in this city have recently adopted new rules which require the graduate in pharmacy to attend the full four years, the same as anybody else, while heretofore the Ph.G. was given one year credit for his previous studies.

LITTLE ROCK (Ark.) NOTES.

(Little Rock Gazette.)

A. C. Read will leave soon for the mountains. Jim Ginocchio, it is said, has already selected a route to the Paris Exposition in 1900.

Major Claude Sayle might have had a commission in the provisional army for the asking.

John B. Bond, Jr., the East Markham druggist, has been on the sick list for several days.

Chas. K. Lincoln, the wholesaler, leaves in a few days to join the large Little Rock colony in Europe.

Jesse Colburn has not yet made up his mind as to what resort he will visit during the rest of the heated term.

J. F. Dowdy is a brother of Captain R. W. Dowdy of the army, who made a superb record in the Cuban campaign.

Thompson Bond, the pill magnate, has so much business on hand that he will be unable to get away for the torrid season.

Dr. E. P. Schaer, at Fifth and Centre, listens to some learned discussions daily. His store is a popular resort for debaters of timely topics.

Dr. J. W. Beidelman is taking a lively interest in the public schools, and never misses a meeting of the school board. He is a valuable member.

Chas. U. Harrison, at Tenth and Marshall streets, is not only a good man at the prescription counter, but he is making a first-class sub-postmaster.

Dr. O. K. Badget is one of the best analytical chemists in the city. He is making arrangements for the purchase of a laboratory, which will be one of the most complete in the southwest.

One of the most genial knights of the pestle and mortar in the city is Mr. Heard at Read's drug store. He formerly resided at Arkadelphia, and the Arkadelphians always pay him a visit when they come to the city.

NORTH WESTERN HAPS AND MIS-HAPS.

The drug clerks of Centerville, Iowa, have appealed for shorter hours.

J. D. Fiddler, a druggist of Williams, Iowa, will erect a new building for his business.

A chair of pharmacy may be established at the State Agricultural School of North Dakota next year.

The Minnesota Board of Pharmacy licensed twelve pharmacists at the July meeting and twenty assistant pharmacists.

John C. Neher, of Eau Claire, Wis., has purchased a store building at Wisconsin and North Barstow streets, and will remodel it for his drug business.

W. A. Schrieter was recently burned out at Red Lake Falls, Minn. He has secured a new store and ordered a stock. He will resume business by September 1.

The Chalmers drug store in Eagle Lake, Minn., was burned out. As Dr. Chalmers has been considering a removal to some other point it is improbable he will reopen.

Frank Howlett, of Mt. Pleasant, Iowa, was arrested and bound over to the grand jury on a charge of selling medicine without a State license. The charge is preferred by the State Pharmacy Commission.

The Iowa State Pharmaceutical Association met at Clear Lake, Iowa, July 18, 19 and 20. The officers elected for the ensuing year were: President, J. H. Pickett, Oskaloosa; Vice-Presidents, L. F. Baas, Clear Lake; E. M. Baldwin, Hampton; A. S. Udell, Ottumwa; Secretary, Howard Fletcher, Des Moines; Treasurer, J. B. Webb, De Witt.

Michigan Meeting.

The annual meeting of the Michigan State Pharmaceutical Association took place at Jackson during the week of August 19. The election of officers to serve during the ensuing year resulted as follows: President, O. Eberbach, Ann Arbor; vice-presidents, E. J. Van Marter, Jackson; W. H. Burk, A. L. Walker, Detroit; secretary, C. F. Mann, Detroit; treasurer, J. S. Bennett, Lansing; delegates to the National Retail Druggists' Association, A. H. Webber, Cadillac; A. S. Parker, Detroit; D. E. Prall, Saginaw. Grand Rapids was selected as the next place of meeting.



Our Portrait Gallery

[Contributions for this column are invited. For available articles dealing with the news of traveling salesmen payment will be made.]



D. B. CHANDLER,

Western representative of F. S. Cleaver & Sons.

"Dan" Chandler is well and widely known throughout the Western States, where he has for the past twelve years looked after the interests of Colgate & Co. During the latter eight years of this period Mr. Chandler was in charge of the Chicago office of the makers of cashmere bouquet. His first venture in the realm of business was as "boy" in a wholesale drug house in Baltimore; he soon went on the road for William Davidson & Co., at that time large manufacturers of chemicals in Baltimore, but for the past fifteen years has been an apostle of sweetness and cleanliness, selling soaps and perfumes. Mr. Chandler has just closed a contract to represent in the West the old and famous English house of F. S. Cleaver & Sons, soap makers and perfumers, of London. Mr. Chandler will cover all the large cities from Pittsburg to the Pacific, and will carry a very attractive line of samples. His firm are spending money liberally in advertising their toilet soaps to the public, and Mr. Chandler is confident of a bright future in his new connection.

Caught on the Fly.

We note by a recent issue of "Freedom," a daily paper published at Manila, Island of Luzon, Philippine Islands, that Robert R. Martin, the widely known representative of Frederick Stearns & Co., Detroit, has recently visited the Philippines in the interest of the firm which he represents. "Freedom" states that Mr. Martin has expressed himself as highly pleased with the outlook in the Philippines. Mr. Martin sailed from Hong Kong en route to Singapore, Java and South Africa last month.

Another American traveler in the Philippines is Eugene Ross, of Johnson & Johnson, who is now on his way home via Japan.

The July 13th number of "Freedom" quotes The American Druggist in a news item relating to the erection of new and larger buildings for Frederick Stearns & Co. at Detroit.

William H. Grover, traveling representative of the Grand Rapids Brush Co., Grand Rapids, Mich., died suddenly at his home in Detroit on July 21. Mr. Grover was very popular and possessed the highest esteem of both his customers and his employers.

A. T. Dargan, of Sharp & Dohme, has been enjoying the attractions of Atlantic City.

L. C. Duff, who looks after the New Orleans interests of Allen B. Wrisley & Co., of Chicago, has been visiting the elite East recently and spent several days in New York City, where he has many friends in the drug and allied trades.

The Grand Rapids Brush Company, of Grand Rapids, Mich., announces that Roy B. Parmenter succeeds W. H. Glover as their traveling representative to the drug trade. Mr. Glover died a short time ago. The Grand Rapids Brush Co. bespeaks for Mr. Parmenter the same kindly treatment that the drug trade has always accorded their representative.

BOSTON. Two of the traveling representatives of George C. Goodwin & Co., of Hanover street, recently returned from their summer outing. J. H. Purcell went to Scituate, where he thoroughly enjoyed the waves and breezes of the South Shore. W. R. Dooliver, the other knight, selected the Pine Tree State for his vacation and acquired a good coat of tan at Ocean Point.

The two Neill brothers are well known to the New England trade. "Sam," who has booked orders for George C. Goodwin for so many years, is the veteran, and he knows the geography of his territory as well as it can be known. C. A. Neill is younger than "Sam," but he is a hustler and is winning his spurs in a royal manner. At the present time he represents R. Hiller & Sons, of New York, and since he has been with them has sent in many orders for crude drugs.

W. H. Savage, who represents W. H. Savage & Co., dealers in petrolatum, called on the trade here recently and talked up his goods with excellent results. Mr. Savage has many customers in this vicinity.

G. C. Olive, who recently accepted a position with Mallinckrodt, of St. Louis, is a prominent member of the M. C. P. Club, a local organization which includes some jolly good fellows.

John F. Putnam, who travels for Henry Thayer & Co., of Cambridge, manages to make a trip to Cape Cod, Cottage City and Edgartown every summer and judiciously mixes pleasure with business. At the watering places in that section of the State trade is usually very brisk, and Mr. Putnam manages to "scoop" lots of orders.

BUFFALO. The traveling men in the regular drug trade are not plenty, and the report from such as are making the rounds is that business is not rushing by any means. This is to be expected. Nobody claims that it is poorer than it usually is at this time of the year. There is a great plenty of cigar men abroad just now. They, too, are making light sales.

A. O. Rich is in Buffalo this week in the interest of the Smith Bros. cough drops. This is the first time I have come across him or a representative of this house.

Justin Keith is due here as the salesman of J. L. Hopkins & Co., medicinal roots, etc. The trade-mark of the world, as adopted by the house, ought to keep its representatives in true-globe-trotting trim.

G. L. Gleeson comes to Buffalo this week to represent the Detroit house of Parke, Davis & Co., although the city is pretty well covered by F. W. Buescher, who maintains an office here in that interest.

Rogers & Pyatt, the New York importing house, send Mr. Westlake to cover the Buffalo district. He has lately gone the rounds and departed with the usual good will and good business.

A. J. Mansell lately spent a pleasant and profitable season in Buffalo as the traveling representative of the New York drug house of Peek & Velsor.

Our own J. P. Jones, who still pays the freight, has been back again selling goods for Sharp & Dohme. His liberality towards Buffalo inspires him to check off eight days for the stop here.

John Gleichmann, who looks after the interests here of Merck & Co., opened the week in Buffalo, and of course carried off a liberal amount of orders.

ROCHESTER. F. P. Hinkston, representative of Lehn & Fink, who is so favorably known throughout western New York, is spending a week's vacation with his family in Monroe, Mich.

T. J. Watson, who for the past two years has represented the National Cash Register Co. in northern Pennsylvania and western New York, will represent that firm in Monroe County, beginning August 1, 1899.

E. H. Brecon, of the Wm. S. Merrell Chemical Co., is in town doing detail work with physicians, and also taking orders from the jobbers. Mr. Brecon is a very pleasant and successful salesman.

T. E. Lyde is in the city with an excellent line of samples of sponges and chamois from the firm of A. Isaacs & Co.

We are glad to see W. R. McMillan once more with a new line of goods for McKesson & Robbins. This time he brings a choice list of Penard's perfumes and toilet requisites.

J. H. Frost will soon be here in the interest of G. B. Lowerre, successor to A. W. Balch & Co.

E. A. Coffin, representing Ladd & Coffin, has been making some good sales of Lundborg's perfumes.

Geo. E. Burroughs still carries the first-class goods of Schieffelin & Co. He has just left town with valuable orders.

J. C. Antrim has completed his work here for Lazell, Dalley & Co.

O. J. Snow is due here in a short time, representing C. W. Snow & Co.

PHILADELPHIA. Wm. J. Harvey has been here in the interests of the Eagle Pencil Co., of New York, and claims to have done a good business.

E. R. Barnard, representing the Wm. S. Merrell Chemical Co., of Cincinnati, O., is a newcomer in this section.

Mr. E. Hall is here again after an absence of about three months and is selling Three Licks, a preparation for sharpening razors. It is made by Longden & Co., of Toledo, O.

A. B. Willson, the genial agent of George Lueders & Co., of New York, has returned to Philadelphia after having spent his vacation with his family down in Maryland.

William L. Ridpath, who has been living in New Orleans for a number of years, has returned to Philadelphia and has been appointed the agent for this city of H. Brauss & Co., who have houses in China, Japan and Singapore. He has some unusually fine samples of cinnamon wax.

PITTSBURG. A convention was recently held at the Pittsburgh office of Hance Bros. & White of the traveling salesmen from that office. The following salesmen were present: C. J. Dilley, Detroit; F. A. Tibbits, Indianapolis; A. M. Caulkins, Louisville; H. C. Potts, Columbus; J. S. Marquis, Lisbon, Ohio; Homer Brown, Pittsburg; C. S. Hull, Pittsburg. R. B. Smith of the Philadelphia office, was also present. The travelers had a very pleasant and profitable convention. After the departure of the salesmen H. C. Lueds, manager of the Pittsburgh office, took a much needed vacation, although he was not able to remain away long enough to derive much benefit.

CINCINNATI. W. J. Le Moin was here recently in the interest of the Ames-Bonner Co.

A welcome visitor of the past week was M. W. Becton, representing Becton, Dickinson & Co.

George T. Winne was here recently taking orders for the National Papeterie Company, of Springfield, Mass.

W. M. Richter, the hustling western representative of the American Lead Pencil Company, was here recently.

R. A. Rutler, representing the John Russell Cutlery Company, was in Cincinnati last week taking orders for his concern.

George F. Brown was in the Queen City last week taking orders for druggists' sundries. He reports a good business.

C. W. Corning, the hustling Ohio representative of the firm of Parker, Stearns & Sutton, was in Cincinnati last week.

F. P. Adams, representing Holton & Adams, was taking orders in Cincinnati recently. His business was first class, so he said.

CHICAGO.

J. H. Odert, manager of Hance Bros. & White, has returned from Canton, O., where he spent his vacation.

Nate Balkam, the North Side man for Hance Bros. & White, is going through interior Illinois on a wheeling trip with a party of friends.

WISCONSIN

At the annual meeting of **DRUG DRUMMERS**, the Wisconsin Pharmaceutical Travelers' Association, which was held in conjunction with the meeting of the State Pharmaceutical Association, officers were elected to serve during the ensuing year as follows: President, Fred Mitchell, Milwaukee; Vice-President, Ed. F. Mallory, Chicago; Secretary-Treasurer, Charles F. Yates, Janesville.

President W. A. Sallade was absent during the sessions of the travelers' organization, which was regretted by all, but his place was ably filled by J. W. Curtis.

The Traveling Man—A Toast.

Could I drink of the nectar the gods only can,
I would fill up the glass to the brim;
And drink the success of the traveling man
And the house represented by him.
And could I but tincture this glorious draught
With his smiles as I think of him then,
And the jokes he has told and the laughs he
has laughed,
I would fill up the goblet again
And drink to the sweetheart who bade him
good-bye
With a tenderness thrilling in this
Very hour, as he thinks of the tear in her eye
That sweet in her kiss.
To her the truest of hearts and fairest of hands,
I would drink with all serious prayers,
Since the heart she must trust is a traveling
man's,
And as warm as the ulster he wears.
I would drink to the wife, with the babe on her
knee,
Who awaits his returning in vain,
And breaks his brief letters so tremulously,
And reads them again and again.
I would drink to the feeble old mother, who sits
By the warm fireside of her son,
And murmurs and weeps o'er the stockings she
knits,
As she thinks of the wandering one.
I would drink to the strangers and friends,
Who have met him with smile and good cheer;
To the welcoming hands that good fellows ex-
tend,
To the wayfarer journeying here.
And at last, when he turns from this earthly
abode
And pays the last fare that he can,
Mine Host of the inn at the end of the road
Will welcome the traveling man.

ANONYMOUS.

No Fun in Traveling.

A commercial traveler's life is not to be gone into for "the fun of traveling," observes the "Ladies' Home Journal." Travel very soon loses its fun when one must catch trains at all hours of the night and morning, wait for hours at stations for belated trains, ride in cold, ily ventilated cars, snatch a bite of food at such eating places as present themselves, and often sleep sitting up in a "day coach." Yet all these discomforts enter into the life, particularly at the beginning, when a "drummer" is given the small towns. And even after he is years "on the road," and his route covers only the large cities, the life is full of hardships. The life makes one keen—sharpens a man's wits; it develops what there is in him, and gives him experiences without number. No class of men are more interesting than commercial travelers, for their experiences are varied and innumerable; they run up against all kinds and conditions of people. Each customer is an individual problem to be handled and solved in a way best suited to the individual. The life makes one a keen judge of men; it gives one a knowledge of the country and its people, which no other life does in the same period of time. But there is no "fun" in traveling to a "drummer." Don't get that wrong notion in your head. Traveling, as a commercial traveler must travel, is work, and the hardest kind of work. The life is only to be commended to one with special adaptability for it. It takes a keen-minded, a quick-thinking, an equable-tempered man, a man, too, of robust health and capable of easy adjustment to all kinds of conditions and inconveniences to make a successful "drummer." The hardest worked men in the country to-day are those we call "drummers." Selling goods in the face of modern competition in all lines of business, and living as they must at all sorts of hotels, eating at all times of the day, they are a class to whom not half enough credit is given.



Review of the Wholesale Drug Market.

It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.

NEW YORK, August 24, 1899.

Condition of Trade.

THOUGH the volume of business in the market for drugs, dye stuffs and chemicals has been somewhat restricted during the interval on account of the absence of many buyers on vacation, the mail-order business continues very satisfactory, and jobbers are not complaining; indeed, the distribution of goods on out-of-town orders has been better than is usually experienced in the latter half of August. Some articles are receiving more attention in a quiet way, and the bulk of the changes during the month have been in favor of buyers. Confidence in the outlook for fall trade is a feature of the market with no effort apparent on the part of holders to urge the distribution. Cocaine has attracted some attention, another advance being recorded since our last, making three advances in all since the month opened. Santonin maintains its firm position owing to scarcity and the recent sharp advances in quicksilver have sent up prices on calomel, blue pill and other mercurial preparations. The operations of the Japanese government in the Island of Formosa with the establishment of a monopoly in the production of camphor have made for higher prices on the crude material, and camphor oil in particular has advanced sharply. As this oil is the source of artificial oil of sassafras, higher prices for this article may be looked for. Meantime quotations on saffrol have dropped a notch, and holders of the artificial oil in this market are selling at the old range. The chief fluctuations of the fortnight are tabulated below:

HIGHER.	LOWER.
Mercurial preparations.	Cinchonidine sulph.
Camphor oil.	Formaldehyde.
Cocaine muriate.	Jaborandi leaves.
Ergot.	Oil anise.
Buchu leaves.	Ipecac root.
Coca leaves.	Powdered hellebore.
Menthol.	Valencia saffron.
Oil wintergreen.	Yellow Cal. mustard.
Quicksilver.	Tahiti vanilla.
Glycerin.	Saffrol.
Senega root.	Gum kino.
Turpentine.	
Cuttlefish bone.	
Belgian valerian.	
Santonin.	

DRUGS.

Acetanilid is still the subject of competition among holders and the market remains unsettled with the nominal quotation 25c. to 26c. Sales in a quiet way are making at ½c. below the inside figure

and a firm bid on a round lot at 24c. would probably not be turned down.

Alcohol continues in steady demand and quotations remain at the trust range of \$2.44 to \$2.46, as to quantity, less the usual rebate of 2c. per gallon for cash in 10 days. Sales come to the surface occasionally at 1c. to 2c. below these figures, but they are mainly of odd lots from second hands. Wood is maintained firmly on the basis of 75c. for 95 per cent.

Balsam copaiba is finding a fair consuming outlet at the lower prices noted in our last; good quality Central American continues to offer at 35c. to 37c.

Balsam fir is in better supply and offers a trifle more freely at the range of \$1.90 to \$1.95.

Balsam Peru is easier and recent sales were at a slight decline, or say, \$1.85 to \$1.90.

Balsam Tolu is in good supply, and holders are free to realize at a shade below our quotations, as low as 25c. being named in some instances, though 28c. to 30c. remains the nominal quotation.

Barks.—Cascara is neglected and no sales of new season's stock have yet come to the surface—quoted 5c. to 6c. for last season's peeling; to arrive quoted 4½c. Buckthorn is jobbing fairly at 4½c. to 5½c.

Benzoic acid is developing a firmer tendency in sympathy with the market conditions abroad. True is notably firm, and an advance may be looked for in the near future. We continue to quote German 46c. to 47c. per lb. and English 9c. to 9½c. per oz.

Buchu leaves have continued in active demand since our last and a firmer feeling prevails, long being quoted 17c. to 18c. and short 15c. to 20c., an advance of 1c. to 2c. It is intimated that the market for this leaf is in process of being cornered in the anticipation of trouble between England and the Transvaal Republic in the producing country.

Cacao butter is slow of sale in view of the higher range of prices asked. Holders are firm in their views and refuse to shade 37c. to 38c. for bulk and 40c. to 41c. for 12-lb. boxes.

Citric acid continues in demand and prices are somewhat unsettled in the face of active competition among holders. For Sicilian in kegs 39c. is asked and domestic 40c. It is the prevailing impression among dealers that prices for citric acid will go higher. At any rate the low prices formerly ruling will not be seen again.

Cocaine is maintained in firm position at a further advance over that noted in our last. The price from manufacturers is now \$4.25 to \$4.45 for bulk.

Cassia buds continue scarce and holders of the small available supply are firm in their views at 25c. to 26c.

Cuttlefish bone is maintained in firm position and holders do not shade 13c. to 15c. for prime Trieste, 5½c. for broken, 65c. for large jewelers and 32c. for small.

Cod liver oil is not meeting with any special demand, but holders of the leading brands evince no disposition to urge the distribution by price concessions; \$20 to \$22 is the common quotation.

Colocynth apples continue to sell freely in a jobbing way at 35c. to 38c. for Trieste and 17c. to 20c. for Spanish.

Chamomile flowers are inquired for to some extent, with most attention given

to German, which is held at 20c. to 25c. for new crop. Roman are without change of consequence either as regards price or demand.

Ergot continues maintained in firm position and though a small lot of German changed hands since our last at 42c., the holders of the available supply refuse to shade 45c.; Spanish quoted 55c.

Formaldehyde is easier in consequence of plentiful supplies and competition between holders. Recent sales have been at ½c. decline from previous quotations, or say, 17½c. to 18c.

Glycerin is firmer and higher in most instances, local manufacturers advancing their prices to the range established by Western manufacturers noted in the preceding report. The revised quotations are drums 13c. to 13½c., barrels 13½c. to 14c., and cans 14c. to 14½c.

Menthol has maintained the firm position noted in our last and a slight further advance is to be reported, \$2.40 to \$2.50 being now named, while some holders in anticipation of stronger conditions ask \$2.75.

Opium is firmer but quiet, with single case lots offering at \$3.10 nominally and a shade below this on quiet bids. The jobbing quotation remains \$3.10 to \$3.15 and powdered \$3.95 to \$4.10. A recent publication of the "Journal de Smyrne" intimates that the recent advance in price was a fake manoeuvre which will end disastrously for the traders in the interior who have followed their agents in the export town. The harvest, it is asserted in this publication, will exceed 7,500 cases, to which must be added 2,000 cases throughout Turkey and about 1,000 cases in the United States. In 1898 the crop was only 2,800 cases, yet it was found impossible to maintain an advance.

Quinine is given very little attention at the moment, speculation in the drug being almost an absent quantity, and manufacturers continue to quote 32c. for bulk, while second hands offer at 28c. to 31c., as to brand, the inside figure being for Java. At the Amsterdam bark sale to-day, a very large quantity of bark was offered, comprising some 7,000 packages. The average price showed a decline of 20 per cent as compared with the last auction and B. & S. now offers at 28c.

Tonka beans are passing out in fair quantities in a jobbing way, the sales of Angostura and Para being at 65c. to 80c. and 15c. to 20c. respectively, as to quality.

Vanilla beans are meeting with fair attention and prices are well-sustained upon the basis of \$11 to \$15 for whole Mexican and \$9.25 to \$9.50 for cut, and \$1.75 to \$2 for Tahiti.

DYESTUFFS.

We have no important variations in price to note in this department. Business continues of seasonable proportion, and prices remain practically the same as they have for the past month with an absence of strictly new features.

CHEMICALS.

Bleaching powder of all makes is maintained firmly at full previous prices.

Blue vitriol is unchanged; the current demand is met at 4½c. to 5½c.

Boric acid continues in active demand and firm at the old range of 10½c. to 11½c. for crystals and 11½c. to 11¾c. for powdered.

Brimstone, crude seconds, is obtainable on the spot at \$21.50; for forward shipment \$20.50 to \$20.75 is named.

Carbolic acid is in seasonable request and values are well sustained at the range of 15c. to 17c. for bulk and 22c. to 23c. for pound bottles.

Cream tartar continues held and selling at manufacturers' quotations of 23½c. to 24c. for powdered.

Mercurial preparations have been advanced 2c. per pound in consequence of the higher cost of quicksilver. The revised figures are 38c. to 39c. for blue pill, 77c. to 79c. for calomel, 68c. to 70c. for corrosive sublimate, 44c. to 45c. for 50 per cent ointment, 35c. to 36c. for 33 1-3 per cent ointment, 87c. to 89c. for red precipitate and 92c. to 94c. for white.

Quicksilver has advanced twice in the interval, the new quotations being 61c. to 62c. Mercurial preparations are higher in sympathy.

ESSENTIAL OILS.

Anise is offered lower by some in the trade, and \$1.52½ to \$1.57½ is quoted.

Camphor has been further advanced and the market is steady in tone, with 7c. to 8c. quoted.

Clove has sold well during the interval, but values are unchanged at 50c. to 55c.

Lemongrass is offered more freely at slight decline, holders accepting \$1.05 to \$1.15.

Pennyroyal is in demand, and recent sales have been at \$1 to \$1.05.

Saffrol quotations show a decline, and supplies can be obtained at 34c. to 36c. as to quantity.

Wintergreen is in less abundant supply and spot quotations are higher, or say \$1.35 to \$1.40. The demand continues good.

GUMS.

Aloes, Curacao, is selling fairly in a jobbing way at 3½c. to 4c.

Arabic continues in active jobbing demand and prices are sustained at the range of 45c. to 55c. for first picked, 32c. to 40c. for second and 14c. to 15½c. for sorts.

Camphor is meeting with some speculative demand, but is offered sparingly. Domestic refiners continue to quote 44c. to 44½c. for bbls. and cases.

Tragacanth is held at previous prices, but the consumptive demand for the time is limited.

ROOTS.

Ipecac has weakened to \$3.67½ to \$3.87½ owing to lower cables from London. The foreign market is easier.

Orris, Florence, is offered with more reserve at a slight advance, or say 7½c. to 9c.

Sarsaparilla continues in good consuming demand, and values are steady at 7c. to 7½c. The recent heavy arrivals of Mexican during the past fortnight have, it is understood, been sold for export account.

Senega—Our special correspondent writing from Minneapolis, under recent date, says: "The largest primary market for senega root is Minneapolis, and the situation this year is unusually interesting. The digging has been backward and light this spring, despite the high prices which have been paid. There have been two factors at work in the northwestern market. One factor, composed of three or

four-hide dealers (through which the root is handled), who have apparently combined forces to force an extreme price. They have kept their figure for the root just a little above that which easterners would pay all the season. The other factor being the hide dealers left out of the combine and unable to get much root (the combine having about all the available root), have sought in every way to stimulate digging. The country press of the Northwest and Canada have been used to urge digging, and prices considerably above what former seasons paid have been offered diggers. At present as high as 25 cents is offered diggers. The price demanded for root is 32 cents, freight paid to New York. So far as learned, there have been no sales at these figures. Reports from the East are to the effect that the foreign market will not stand a price above 25 cents, but will use up their present supply first and then buy only very sparingly until a lower price rules. There is said to be a year's supply in sight now, so that if this turns out to be so, the combine has a long, weary time to wait before they wax fat on their profits in senega root."

Valerian, Belgian, is in light supply and held at 11c. to 12c.

SEEDS.

The market for star anise is easier and 23c. to 24c. is named. Cummin is obtainable at 7c. Mustard, yellow California, is offered lower, as new crop is coming forward, and recent jobbing sales were at 3½c. to 3¾c. There is only ordinary movement in other druggists' seeds and prices remain without important variation.

Controlling the Output of Camphor.

Expected Advance in Oil of Sassafras.

The "Kobe News" states that the Government's scheme for a camphor monopoly in Formosa has now been reduced to working form and embodied in a series of regulations. The Government is to receive from manufacturers all the crude camphor and crude camphor oil produced in the island, the possession, hypothecation, transfer, or export of all other camphor or camphor oil being interdicted, and the ports of export strictly limited.

As to the price paid by the authorities to the manufacturers, it is to be fixed by the Governor-General. Manufacturers are required to render to the Government every year a report of the anticipated amount of production, and for failure to do so, or for furnishing a false report, the penalty is a fine of from 10 to 100 yen. Officials connected with the monopoly are to have the right of visiting and inspecting stills and stores, and of enforcing suitable measures of control. The penalty for selling or exporting camphor independently of the Government is heavy, namely, confiscation of the camphor and a fine of from 50 to 500 yen. Adulteration is punishable by a fine of from 10 to 100 yen, and so is the making of a false declaration or neglecting to make the required declaration.

Camphor oil is the source of artificial oil of sassafras, and a heavy advance in the price of both oils named may be looked for at a very early date.

The Olive Oil Outlook.

So far as the olive oil industry was concerned, says the "Chemist and Druggist," the year 1898 will be remembered in Italy as a failure, and especially was this the case with regard to the district of Taranto, an important centre. To form an estimate of the diminished trade it is necessary to quote the figures for 1897, when, out of a total of 1,300 tons of olive oil shipped from Taranto, over 1,100 went to Russia, whereas in 1898, owing to the complete failure of the crop, only 311 tons of oil were exported altogether, Malta taking 34 tons, as compared with 80 tons. The introduction of machinery has effected very considerably the general characteristics of the oil produced in the province. Under the old system three or more distinct qualities of oil were produced, the olives being passed and repassed several times through hand-worked presses, each time producing an oil of poorer quality. When no more oil could be extracted in this way, the "sansa," or "grounds," was treated with sulphuric acid to produce an inferior oil, which is used in the manufacture of soap. The introduction of the hydraulic press, however, has done away with these distinctive grades; a larger quantity of oil is produced, but the quality, taken as a whole, deteriorates, and the higher class of eating oil can only be obtained by repeated filtration. Though the oil produced in this way is excellent in color and appearance, after continual straining it loses much of its flavor and lacks the fruity taste which distinguishes the best oil produced by the old method of extraction.

Chemicals.

In the monthly report of the Roessler & Hasslacher Chemical Co. it is stated that business has been satisfactory during the past month, though the characteristic midsummer quiet prevailed. The principal changes were: Acetanilid, which at the close of the month was moved down to 25c. per pound; ammonia products, which were advanced, ammonia sal to 9c. per pound, and carbonate to 8½c.; carbonate of potash, which rose to 6½c.; prussiate of potash, advanced to 40c. for red and 18½c. for yellow; soda hyposulphite, resin \$2.10 per 100 pounds of prime white German in casks; soda nitrate to 10c. per pound; tin oxide, which advanced to 48c.

A New and Attractive Line.

A. A. Vantine & Co., Broadway and Eighteenth street, New York, offer in this issue a line of goods which druggists ought to be interested in. Crystallized Ginger in decorated flat cans, Crystallized Orange in one-pound decorated cans, Crystallized Pineapple cubes in one-pound and half-pound tin boxes, and pure Rice Candy in pretty Japanese boxes. Another feature in the line is Powdered Turkish Coffee and Package Teas, for both of which Vantine is famous. The advertisement will be found on another page. In it is embodied a five-dollar proposition with a 50 per cent margin of profit, which should be attractive to the drug trade. Write at once and mention this paper.

Arrangements are being made for a permanent international exposition of medicine, pharmacy and hygiene at the Medical College of Barcelona.

Hints To Buyers.

James W. Tufts, of Boston, reports that the Reliable Carbonators which he manufactures are meeting with ready sale and are giving entire satisfaction.

W. A. Gill & Co., of Columbus, Ohio, have been long and favorably known as manufacturers of seamless tin boxes. Retail druggists needing anything in this line should write them for quotations.

The old Duroy Port Wine is a standard port of invariably uniform quality. It does not precipitate, it is thoroughly aged and has a delightful bouquet. Write for free sample to Duroy & Haines, Sandusky, Ohio, mentioning this journal.

Write for a catalogue of filled and empty capsules manufactured by the Grape Capsule Company, of Allentown, Pa. This concern also makes a specialty of putting up private formulas in this form, at very attractive figures.

Write for samples of Thomas' English Prepared Chalk to the Thomas Mfg. Co., Baltimore. Their goods are the best in the market, judging from reports, and give general satisfaction. They come in two colors, pink and white, and are packed in eight-pound boxes.

The original pepsin gum is Beeman's. Druggists who have calls for pepsin gum should bear this in mind and sell only that preparation which created the demand. For supplies of free advertising matter address the American Chicle Co., Cleveland, Ohio, mentioning this journal.

The Heyman Co., 55 to 61 Canal street, Grand Rapids, Mich., manufacture a full line of show cases which have a number of special features of advantage. Such of our readers as have not seen their catalogue should write for one to the Heyman Co., mentioning The American Druggist.

Druggists in want of anything in the way of metal bottle stoppers, collapsible tubes, etc., should write for the catalogue of A. H. Wirz, 913 Cherry street, Philadelphia. The druggists of Greater New York can see this line by calling on Frank P. Wisner, of 101 Beekman street, who is New York representative.

The great advantages offered by Dr. Lake's thin antiseptic rubber finger cots become immediately apparent upon examination of the character of the cot. The druggists who have not handled these goods should write for a free sample to the Huron Rubber Co., Cleveland, Ohio, mentioning The American Druggist.

One of the best hair preparations on the market is Imperial Hair Regenerator, manufactured by the Imperial Chemical Mfg. Co., of 135 West Twenty-third street, New York. There is 50 per cent profit to the dealer, just as there was before the imposition of the war stamp tax, the company having assumed that burden themselves.

In addition to their line of essential oils

they carry solid extracts of strawberry and raspberry, which are especially adapted to making syrups for the soda fountain. Full particulars regarding these delightful preparations can be obtained by addressing W. J. Bush & Co., at 5 Jones Lane, this city, mentioning The American Druggist.

"Pepto-Mangan" ("Gude") is a trade-marked name and is the exclusive property of the M. J. Breitenbach Co. Druggists should bear this in mind when they receive orders from physicians. Interesting literature on this preparation can be obtained by addressing the proprietors, the M. J. Breitenbach Co., at 56 Warren street, New York City.

Send for a price list and formulary to Gilpin, Langdon & Co., Baltimore. Their assayed powders for percolation are of standard quality, and have proved a boon to pharmacists making their own tinctures. The man who dilutes fluid extracts and dubs his product a tincture, is distinctly out of the running nowadays. Precise methods in the pharmacy are essential to success.

The Seamless Metal Ware Co., 35 Nassau street, New York City, have special processes which enable them to prepare lithographed seamless metal boxes in a most attractive manner, and at prices which will interest careful buyers. They also manufacture plain seamless ware and would be pleased to furnish quotations on either plain or lithographed goods to applicants mentioning this journal.

McAllister's mocking bird food has been a standard preparation for twenty years, and all who own mocking birds will appreciate the advantages offered by a food which this long experience has proven to be the best adapted for the needs of this beautiful but delicate songster. M. A. McAllister, 69 Cortlandt street, New York, manufacturer of this and a full line of bird food, offers specially advantageous terms to druggists.

See the advertisement of Johnson & Co., Norwich, Conn., which appears on the front cover of this issue. Here is a matter which should interest every druggist. Water-white witch hazel extract in five and ten gallon kegs, sealed and countersigned by the firm, warranted to be up to pharmacopoeial standard in alcohol, possessing the characteristic odor of the shrub, and guaranteed to be permanent, is offered at attractive prices. The house and goods are abundantly worthy of every confidence.

The passage of the pure fruit juice law in New York City is one of the most important events which have occurred in soda water circles this year. The passage of this law has served to direct attention to the necessity of using pure fruit juices. Such a law is heartily welcomed by manufacturers of pure fruit juices such as the I. Calvin Shafer Co., 268 West Broadway, New York, whose line of standard fruit juices are warranted pure and to retain their original flavor and color in any climate. For full particulars regarding this excellent line our readers should address the manufacturers as above.

"Others have found it a good thing, why shouldn't you?" Write to W. F. Young, P.D.F., 34 Amherst street.

Springfield, Mass., for a copy of his sixteen-page booklet, entitled, "How to Take Care of the Horse." Read it carefully, and you will see how it can be made to bring business to your store and money to your pocket. Mr. Young distributes these booklets to your neighboring horse-owners, with your imprint on the cover. That brings the prescriptions. Druggists who are now carrying Young's Absorbine in stock will confer a favor and help themselves by notifying him of the fact. This will enable him to refer retail customers to the nearest dealers.

There is but one listerine, and the Lambert Pharmacal Co., of St. Louis, are its makers. Many have endeavored to imitate this excellent preparation, but all who wish to obtain the peculiar effect of this drug should bear in mind that the Lambert Pharmacal Co. are the sole proprietors and have the exclusive right to the use of the name "listerine." The preparation owes its popularity to their liberal advertisement and good business methods, and druggists who have any regard for their own reputations and for business probity will always dispense the article made by the Lambert Co. when listerine is asked for. This is merely fair and is the best business policy in the end.

Increasing Their Facilities.

C. F. Boehringer & Soehne have lately increased their facilities by leasing the store and basement at No. 5 Cedar street, New York City, adjoining the five-story building which they already occupy. The additional store was needed to provide necessary room for their shipping department.

At the Seaside.

There is being made by Smith, Kline & French Co. an effort to have Eskay's Albumenized Food put out where it will do the most good and at the same time attract the most attention. With this object in view this house has established an office in Keeler's drug store, at Kentucky avenue and the Boardwalk, Atlantic City, in charge of a competent woman who gives frequent demonstrations of how the food should be prepared and administered. Infants of all kinds and invalids of all ages and sexes are given this food and the exhibition has proven a success. A number of mothers have bought the food and they are high in their praises of the value derived from it.

Pure Water a Necessity.

Much of that which is sold as distilled water by jobbing druggists has been shown to contain marked impurities, consequently the safest and in the end the most economical is for the retailer to prepare his own distilled water. Even when this is done, however, care is necessary to obtain a water entirely free from all volatile impurities. Druggists who have used the new sanitary still made by the Cuprigraph Co., 74 North Green street, Chicago, have no difficulty whatever either on the ground of impurity or high cost, as this still not only produces a perfectly pure water, but does so at a very small cost. Write the Cuprigraph Co., mentioning this journal, for quotations and details as regards the construction of this apparatus.

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THE PUT-IN-BAY MEETING.

ESPECIAL interest has been manifested in the results of the meeting of the American Pharmaceutical Association at Put-in-Bay for the reason that many have looked upon the new and prosperous National Association of Retail Druggists, which came into existence just a year ago at St. Louis, in the light of a rival to the older association. This view was apparently shared even by the president of the American Pharmaceutical Association, as may be gathered from the excerpt from his address, which is printed in the detailed report of the proceedings published elsewhere in this issue.

Happily, both for the older and for the younger association, this view of the case is not taken by the leading spirits of the National Association of Retail Druggists, and after listening to the explanations of the president and the chairman of the Executive Committee of the N. A. R. D., President Dohme, of the A. Ph. A., appeared to be convinced, not only that they were far from being rivals, but that the most cordial relations should be established between the two associations. That the interest of the drug trade of the country in the N. A. R. D. is most absorbing was very clearly shown throughout the meeting by the large and earnestly attentive groups which could be found surrounding Mr. Holliday and Mr. Hynson, the chairman of the Executive Committee, and the president, respectively, of the N. A. R. D., whenever either of those gentlemen entered upon a discussion of the aims and work of that organization, either during the sessions or the intervals between them.

A most convincing proof of the cordiality of the relations between the two bodies was given in the selection of Mr. Hynson to act as temporary chairman of the Section on Commercial Interests, and in the election to the permanent secretaryship of that section of one of the most active members in the N. A. R. D., Charles A. Rapelye, of Hartford, Conn.

The serious illness of Prof. Harry Vin Army, the secretary of the Scientific Section, cast a certain gloom over the deliberations of that section, for Prof. Army is most de-

servedly popular, and is held in the highest esteem, both personally and professionally, by all the members who regularly attend the sessions of the association. Prof. Rusby, chairman of the section, was happy in the material at his command in that the majority of the papers lent themselves readily to arrangement into groups. This fact was taken advantage of to the fullest extent by the chairman, in a manner which greatly facilitated the work of the section, and brought out to the greatest possible advantage the information contained in the papers presented.

These papers were of an almost uniformly high standard of value and interest, and several were sufficiently novel to arrest especial attention. The proposed "Color Standards of Powdered Drugs," by Henry Kraemer, is a most ambitious attempt to systematize and unify the descriptive phraseology in use in this connection. Prof. Kraemer found that with a type plate of twenty characteristic colors, it was possible to do much toward giving uniformity of description. The author was compelled to admit, however, the great inherent difficulty of judging the actual color of any particular powdered drug, since the character of light, the color of surrounding objects, the length of time, and the fixity of attention with which the specimen was regarded all materially influenced the opinion of the observer. Prof. Kraemer especially disclaimed any quantitative value for the use of color standards, since it would be much easier for the adulterator to prepare a mixture approximating the color of a particular standard than it would be for a druggist to obtain in the market a drug of undoubted purity which would exactly reproduce the colors of the standard. Aside from this, however, the establishment of such standards and reference to them by number or by some arbitrary designation would do much to simplify the description of powdered drugs.

Albert Schneider, continuing work along lines in which he has been engaged for some time past, presented a paper upon "The Identification of Powdered Drugs," in which he took the ground that histological structure must be the main, if not the sole reliance, if accuracy

of results is desired. From this view, W. C. Alpers dissented in a paper on "Odor Standards," which discussed at some length the various theories accepted as to the physiology of the function of smell, laying great stress upon the dissociation hypothesis as an explanation of the results observed.

It will be readily seen this group of papers, together with the paper by Prof. Schneider, giving "Suggestions on the Examinations of Drugs," when considered as a whole, proved of very great interest, though the range covered was so great as to forbid very extensive or conclusive discussion.

The long - looked - for **THE EDUCATIONAL SECTION.** model pharmacy law has not yet materialized. It is to be regretted that the work done by Prof. Beal in the past, in the direction of compiling material for the preparation of such a law, has not been further prosecuted by him this year, a fact due to the pressure of private business matter upon this indefatigable worker for the cause of pharmaceutical education.

The report of the Committee on National Legislation is of special interest at this juncture, since the meeting of the Pharmacopoeial Convention will take place before the next meeting of the A. Ph. A. occurs, and action will there be taken upon the question of the introduction of proprietary articles into the Pharmacopoeia, a subject which the report of this committee bears directly upon.

For the second time in **THE COMMERCIAL SECTION.** its history this section was left without the appearance of its officers with any plan of work for the section. This fact tends to encourage a growing belief in the futility of the section. That there is work, and legitimate work for the section, however, seems to be believed by a very considerable number of the association, though it is possible that the work should be along the lines of the newly-organized Committee on Practical Pharmacy, under the chairmanship of Henry P. Hynson, of Baltimore, whose report as chairman of that committee forms one of the most interesting and suggestive papers presented at this meeting. To those who have come to the conclusion that pharmacy is a failure, that the drug store is merely a place for the retailing of package goods, that skill at the prescription counter is useless, and dispensing a lost art, the observations and deductions contained in Mr. Hynson's report will come in the nature of a shock. All who have the good of pharmacy at heart will be pleased to know that the art of dispensing is as necessary now as it was forty years ago, and that the conditions at present, as far as the dispensing counter is concerned, are

better than they were twenty years since.

PRACTICAL PHARMACY NOW AND FORTY YEARS AGO.

AT the Baltimore meeting of the American Pharmaceutical Association a new committee was formed at the instance of a Baltimore member, who was appointed its chairman. The report of this committee, which was named "Committee on Practical Pharmacy and Dispensing," was presented at a general session of the meeting at Put-in-Bay, O., this year, and a summary of it is given in our report of the proceedings. The report of this committee is one of extreme interest to the practising pharmacist, for it was the waning interest of the practising pharmacist in the affairs of the American Pharmaceutical Association which suggested the formation of the committee. The chief endeavor of those who were instrumental in forming it was to interest the working pharmacist and draw from him some of that rich stock of information, gleaned from daily experience and actual demand, which he alone possesses. To this end letters were sent to members in all parts of the country, and the committee labored earnestly and interestedly to cover the ground, but with poor results. "Disappointed but not discouraged" are the opening words of their report to the Association.

Replies to the numerous letters of interrogation which were sent out were scant, amounting in all to a bare half-dozen, but the committee is not discouraged, and believes that the idea of eliciting information pertaining to practical pharmacy and dispensing should be taken up by a new body having the same object in view. The report states the belief of the members that the work of the committee can be best advanced by a comparison of the condition of to-day with that of, say, twenty and forty years ago. By a retrospective comparison of this kind, it is thought that the true tendencies of pharmacy can be accurately gauged, and the results of the investigation prove encouraging to the present generation of pharmacists.

A comparative exhibit of the character of the prescriptions ordered to-day as contrasted with those of twenty and forty years ago is contained in this very interesting report, and this shows that the requirements of to-day, so far as calls upon the art and science of the pharmacist are concerned, are greater than at any other period in the life of the A. Ph. A.

Of one thousand prescriptions filled in the one locality and written by the same class of physicians for the same order of customers during a period of forty years, over 20 per cent were for mixtures, and the average is maintained pretty evenly

throughout the period, the number of mixtures compounded in 1859 being 285, and in 1899, 238. One ready-made pill was made in 1859 to twenty-five, forty years later. The old art of plaster-making is no longer known if the records of the store from which this comparative exhibit was made be any index of the conditions in other parts of the country, for while eighteen were ordered on prescriptions in '59, the records for the current year are bare of plasters. No proprietary preparations appear on the list for the first-named period, or for twenty years following, but in 1899 we have a record of fifty-six. The selling value of all preparations ordered forty years ago for the pharmacy in which these records were compiled was \$258.89, as compared with \$377.15 for 1879 and \$382.15 for the current period. We make less pills nowadays, but we fill more capsules, says the committee; wrap fewer powders, but make more ointments; but we do not know whether all will agree with the observation that the druggist can hide his faults as a pharmacist better in his ointments than anywhere else.

The committee calls attention to some interesting facts and oddities in the prescriptions of 1859. The absence of metric prescriptions comes in for comment, and the old-time large dose of calomel and jalap is noted. Who nowadays receives a prescription in which a thimbleful of a powder is prescribed, or a direction to color a powder for internal use with Armenian bole where "the charge for the prescription could be reduced from '3 levies' to '3 fips'?"

The report concludes with several valuable suggestions relating to the management of the dispensary and laboratory, the handling of apparatus and containers and the checking of prescriptions. The committee expresses the belief that "not from without, but from within, does pharmacy to-day need help—help not so much of the scientific sort, but of a kind that is plain, that is practical, that can be used in the modern drug store and make it in kind and to a degree at least, what the larger manufacturer is." Much of the pharmaceutical writing of the present day is too "heavenward" for practical purposes, according to this committee, and there is need for literature dealing with easily and quickly applied means of testing drugs and market prices.

The report will repay a careful perusal on the part of every working pharmacist, and to say that it is one of the most suggestive and valuable committee reports presented to the American Pharmaceutical Association in many years is but praising it mildly.

I consider it a distinction to contribute to a department doing such good work in calling forth new ideas and broadening old ones as does the Prize Essay department of The American Druggist.

GEO. L. KELLEY.

Everett, Mass., Aug. 30, 1899.

(Written for the American Druggist.)

METHYL ALCOHOL AS A MENSTRUUM.

BY WILBUR L. SCOVILLE, PH.G.,

Professor of Applied Pharmacy and Director of the Pharmaceutical Laboratory in the Massachusetts College of Pharmacy.

THAT methyl alcohol is being used to a considerable extent as a solvent in pharmaceutical preparations intended for external use, is generally known among pharmacists. As a substitute for ethyl or grain alcohol in internal remedies the sentiment of pharmacists is undoubtedly against the use of methyl alcohol, though the comparative physiological action of the two forms when in a condition of comparative purity is still in question. That the ordinary commercial grades of wood alcohol are decidedly poisonous, none will deny, but that they contain foreign bodies in considerable proportion, to which the toxic effects may be chiefly due, is also generally admitted. It is not so very long ago, however, that scientific literature was considerably occupied with the consideration of the impurities found in alcoholic spirits, and which were produced in the same process and by the same means as those which resulted in ethyl alcohol. These by-products of a higher series of alcohols were found to produce a very energetic action when taken internally, and comparatively small amounts were sufficient to cause toxic symptoms. Modern methods have, however, succeeded in eliminating from commercial alcohols and spirits all except the merest traces of these more powerful products of fermentation, and the effects of ethyl alcohol are becoming better known. Could it be once proven satisfactorily that methyl alcohol in itself is no more toxic or injurious than ethyl alcohol when taken internally, an increased demand for it in a pure state would stimulate efforts to more cheaply eliminate the objectionable substances and supply it at a low price. At the present time wood alcohol can be obtained almost free from odor and of a high degree of purity, at a considerably less price than that paid for grain alcohol. This purified alcohol is adapted to many uses for which the crude product cannot be employed. It is not only more agreeable and less easily detected, but there is evidence to show that its effects upon the system are also different.

Effects of Methyl Alcohol Upon the Human System.

The experience of Professor Puckner, of Chicago, who compared the effects of methyl and ethyl alcohol upon his own person, with favor to the former, are well known, and have been corroborated by H. D. Abbott, of Salem, Mass. Mr. Abbott is not in the habit of using alcoholic beverages, even occasionally, and his observations are thus the more clear. On two different occasions he tried the effects of a purified methyl alcohol and of commercial grain alcohol of corresponding strength. Doses of one-half ounce each were taken, upon an empty stomach, and with an interval of 24 hours between. In both trials the effects of the methyl alcohol appeared the more quickly and were more transient, passing off in a very short time and leaving no depression. The exhilarant action of the ethyl alcohol appeared more gradually, were more

persistent, and were succeeded by a slight depression.

Toxic Effects Due to Impurities.

Another evidence that the toxic effects of wood alcohol may be due to the impurities which it contains more than to the alcohol itself, is found in tincture of iodine. Several writers have recommended that this preparation be made with wood alcohol and a number of pharmacists have tried it. The iodine dissolves more quickly in this medium and all appears well. But when the ordinary cheap grades of wood alcohol are employed, the tincture develops a very penetrating odor and becomes so irritant as to make it unsalable. This does not appear when the purified alcohol is used. Samples prepared from purified methyl and ethyl alcohols, which have stood a year and a half, show no marked change in either case, and cannot be distinguished except by the odor.

A further knowledge of the properties of true methyl alcohol is therefore desirable, and for the pharmacist a consideration of the solvent powers of this fluid is

Method of Determination.

The method followed was to make an official preparation of the drug, a tincture, extract or fluid extract, selecting that which demanded the highest percentage of alcohol, and using for one portion of drug official alcohol and for another portion of the same drug the best commercial grade of methyl alcohol. The two preparations were made under as like conditions as possible, the two portions of drug being moistened and packed at the same time, and percolation being carried on at as near the same rate as possible and under the same conditions of temperature, and the percolates carefully watched to note any differences in color, rate of exhaustion, or other characteristics which might be discernible. In all cases percolation was allowed to proceed at a rate of 10 to 20 drops per minute, and exhaustion was determined by the color and taste of the percolate, or by an absence of cloud when allowed to drop into water. Cylindrical percolators of the Oldberg pattern were employed, these being fitted with drop tubes passing through perfor-

Table of Results.

Preparation Made.	Am't of Drug Used.	MENSTRUUM		TOTAL PERCOLATE OBTAINED.		PER CENT EXTRACTIVE.		ACTIVE PRINCIPLE PER CENT.		Character of Principle Estimated.
		Alcohol.	Water.	Ethyl.	Methyl.	Ethyl.	Methyl.	Ethyl.	Methyl.	
Aconite root.....	Tincture... 87.6G.	700	300	250	250	14.9	14.7			
Arnica flowers.....	Tincture... 50G.	500	500	250	250	41.3	40.0			
Arnica root.....	Tincture... 25G.	650	350	250	250	23.2	24.1			
Belladonna leaves.....	Extract... 100G.	200	100	343	355	23.0	25.0	0.486	0.421	Alkaloid
Belladonna root.....	Fld. ext... 100G.	800	200	345	365	12.8	13.2	0.564	0.481	Alkaloid
Calendula.....	Tincture... 100G.	91%		500	500	18.3	17.2			
Capsicum.....	Tincture... 25G.	95	50	500	500	2.5	2.4			
Cannabis Indica ¹	Extract... 100G.	91%		498	467	34.4	35.8			
Cannabis Indica ²	Extract... 200	91%		1272	1290	19.1	17.4			
Conium.....	Extract... 200	500	500	1113	1110	17.0	17.2			
Ginger.....	Fld. ext... 200G.	91%		850	855	6.2	6.0			
Iris.....	Extract... 200	91%		832	856	29.9	29.9			
Nux vomica ¹	U.S.P. ext. 100G.	750	250	410	395	10.0	10.6	18.0	17.5	Alkaloid
Nux vomica ²	U.S.P. ext. 200G.	750	250	1050	1055	13.2	12.7	20.2	19.9	Alkaloid
Podophyllum.....	Resin... 100G.	91%		168	175	12.5	11.7	5.G.	4.5G.	Resin
Pyrethrum.....	Tincture... 40G.	91%		200	200	2.1	2.2			
Rhubarb.....	Extract... 200G.	800	200	1170	1195	53.8	53.2			
Stramonium leaves.....	Extract... 100G.	500	500	325	320	22.7	21.3			
Stramonium seed ¹	Extract... 200G.	500	500	1330	1340	20.0	19.4			
Stramonium seed ²	Extract... 200G.	91%		1209	1215	11.5	10.9			
Physostigma.....	Extract... 200G.	91%								

of primary importance. In a general way it is stated that it has about the same solvent powers as grain alcohol, but that some differences exist is naturally to be inferred. These may be so slight as to be unimportant, or they may in some instances be wide enough to be of some consequence.

Relative Value of the Two Alcohols as Menstrua.

In the absence of specific data on this point, with regard to vegetable drugs, H. D. Abbott and F. A. Merriam carried out a series of experiments at the Massachusetts College of Pharmacy to determine the relative value of the two alcohols when used as menstra. The drugs tried were those whose preparations are used externally, in liniments, etc., or such as are represented in solid extracts, wherein the menstruum being driven out plays no direct part in the physiological action of the remedy. An attempt was made to have all the alcoholic (solid) extracts of the Pharmacopoeia prepared from the two alcohols for comparison, but a third student failed to finish her portion of the work, leaving the present list incomplete.

ate stoppers and sealed at the upper end, but perforated at the side near the upper end of the tube so that the percolation could be regulated independently of the packing of the drug. The processes of the Pharmacopoeia were followed in detail, except that in making extracts the first portion of percolate was not reserved, but the entire amount was collected in one body, in order to note any physical differences and to compare the solvent powers of the two alcohols.

Determination of the Total Solvent Power.

The relative rapidity of action is shown in the volume of percolate required to exhaust the drug, as given in the table below. The total solvent power was ascertained by estimating the soluble matters extracted from the drug. For this purpose 5 Cc. of the measured percolate was evaporated in a porcelain evaporating dish just on a steam bath, and when apparently dry it was transferred to a hot air oven kept at a temperature of 100° C. until dried to constant weight. The total quantity of soluble matter in the percolate was computed from this weight, and the percentage extracted from the drug then calculated. By basing the percentage of

extraction on the drug the differences in quantity of percolate obtained were allowed for.

Method of Assay.

The nux vomica extracts were assayed by the official process, using the dry extract. The belladonna extracts were assayed by a similar method. Fifteen grains of extract were treated with 150 Cc. of a mixture of ether, alcohol and ammonia water for six hours, 100 Cc. of the clear fluid then separated and the alkaloids extracted by shaking with successive portions of two per cent sulphuric acid. The mixed acid washings were then rendered alkaline with ammonia, and extracted with successive portions of ether, the ether evaporated and the residue titrated with decinormal sulphuric acid, using Brazil wood as an indicator.

The methyl alcohol employed had a specific gravity of 0.796 and boiled at 65° C. The ethyl alcohol had a specific gravity of 0.820.

The results are shown in the table.

A summarizing of the table will show that there are but slight differences in the action of the two alcohols upon the drugs tried. The small differences in extractives and in the quantities of menstrua used may mostly be accounted for in differences in manipulation and errors in weight. A slight error in estimating the extractive matter in the percolate would be multiplied many times in the final result.

Little Difference in the Finished Product.

In no instance was there any marked differences in the appearance of the products when compared. Slight variations were sometimes noticeable, such as a slightly darker shade in the tinctures of aconite and arnica, and the resin of podophyllum, made with methyl alcohol, but these were observed only when the two products were compared. The extract of belladonna leaves made with methyl alcohol appeared slightly granular, while that made from ethyl alcohol was smooth.

In the case of cannabis indica number 1, iris and rhubarb, the extractive matter reported is very high, and may refer to a moist rather than a dry extract. In the other instances the results agree well with data previously obtained regarding the amount of extractive matter in these drugs, which data were not accessible to the two workers.

The tinctures and fluid extracts made with methyl alcohol betrayed its presence by their odor, but in the case of the solid extracts the difference could not be detected.

The Surreptitious Use of Wood Alcohol, whether for solid extracts or for preparations intended for external use, is not to be countenanced. If wood alcohol is suitable in all respects for these preparations, the fact will ere long be recognized by the medical and pharmaceutical representatives, and its use openly sanctioned. Until, however, the majority of pharmacists and doctors shall have become satisfied as to its freedom from objectionable qualities, and its adaptability to medicinal uses, it should be held in abeyance, or if used, its substitution should be openly proclaimed.

Among the worst foes of the memory are too much food, too much physical exercise, and, strangely enough, too much education.

The Assay of Belladonna Plasters.

The assay of belladonna plasters, particularly of those made with the rubber base, present several difficulties. Seward W. Williams proposed a process in a paper read before the American Pharmaceutical Association in 1890, which has been very generally adopted as the most satisfactory method yet proposed. Charles E. Parker now proposes some minor modifications, and the Williams' process, as modified, may be carried out as follows:

Take two plasters—or, if supposed to be much under the pharmacopoeial strength, take four and double the quantities of solvents here given. Remove all cloth but that upon which the mass is spread, weigh the plasters cut into strips one-third inch wide, and digest in a beaker of 150 Cc. capacity with 30 to 40 Cc. of chloroform, keeping the beaker covered with a watch-glass. It is permissible to warm the mixture slightly to hasten solution, but not higher than a blood heat, and disintegration of the mass should be promoted by frequent stirring with a glass rod. When the cloth appears nearly free of mass (usually requiring ten or fifteen minutes), decant, and drain off as much as possible of the thick mixture into a similar beaker, and precipitate rubber, etc., by adding, with constant stirring, a minimum amount (10 to 20 Cc.) of strong alcohol (91 per cent), sufficient to effect complete separation. Let stand a few minutes so that the precipitate may settle and become coherent, and then decant the supernatant liquid in portions into a small funnel, the throat of which is loosely plugged with a pledget of absorbent cotton, and which is arranged to drain into a 250-Cc. separating funnel. Treat the cloth in the first beaker with a further quantity (about 20 Cc.) of chloroform, and decant the washings into the second beaker, dissolving with them the precipitated rubber, with the aid of gentle warmth and stirring. When the mixture is free from lumps, precipitate again with the minimum necessary amount (about 10 Cc.) of alcohol, and proceed as before, filtering the chloroform-alcohol solution into the separator. Repeat this procedure once more with a small quantity of chloroform, which should this time be made alkaline with 5 drops of 10 per cent ammonia-water, and without application of heat. This treatment should remove all the mass from cloth and beaker. Dry the cloth, cool and weigh it, and deduct this from the gross weight of the plaster to obtain the net weight of mass used.

In prescribing the amounts of chloroform to be used in the several extractions of the plaster-mass, some latitude has been allowed to the judgment of the operator. It is well to use first the smaller amount, and then add more should it be needed. While sufficient should be used to thoroughly disintegrate the mass and to produce a mixture not too thick and viscid to drain readily from the cloth and beaker, an excess over this necessary amount should be avoided. The amount actually required will vary according to the composition of the mass and the amount of mass in the plasters.

If not already alkaline, the combined chloroform-alcohol solutions in the separator are made plainly so with a few drops of ammonia solution, and the chloroform caused to separate by the addition of sufficient water—perhaps 50 Cc. The chloroform portion is drawn off and

shaken out in other separators with three successive portions, of 25 Cc. each, of 2 per cent hydrochloric acid. The alkaline hydro-alcoholic solution in the first separator is extracted with three or more 25 Cc. portions of chloroform, or until a few drops of the chloroform evaporated and taken up with dilute sulphuric acid give no precipitate with Mayer's reagent. These portions of chloroform are also shaken out with the portions of dilute acid before mentioned. The portions of acid being united in one separator, with addition of the rinsings of the separators from which they were taken, are made alkaline with ammonia and shaken out with several portions of chloroform. The chloroform extracts are washed in separators with two portions of water and united in a flask, from which the chloroform is distilled off. The alkaloidal residue may be titrated by the pharmacopoeial method for liquid extract of belladonna or any other suitable method, of which the writer prefers the one given below.

In "shaking out" violent agitation is to be avoided, as it causes troublesome and time-wasting emulsions. Great care should be taken to obtain perfect separation of the liquids, as a mixture containing emulsion may be washed until apparently free of alkaloid, and yet be found to contain appreciable amounts when the emulsion has broken down. Chloroform carries mechanically small amounts of liquid from one separator to another, which may cause an unsuspected change of reaction unless each separator contains a small piece of litmus-paper. Chloroform also retains in solution traces of alcohol, which may convey non-alkaloidal (resinous) matter. Therefore, the first alkaloidal residue cannot be considered pure. Make a preliminary titration by dissolving it in 10 Cc. of N-20 hydrochloric acid, and titrate with N-50 bariumhydrate solution, using a few drops of tincture of cochineal as an indicator. Shake out the titrated solution carefully once more and collect the purified alkaloid in a small tared distilling flask. Dissolve the alkaloidal residue in a little ether, and evaporate (to expel traces of chloroform), dry and weigh. Dissolve in N-20 hydrochloric acid, and titrate as before. If carefully done, there need be no appreciable loss in the purification. Indeed, the second titration sometimes yields higher results, owing to (acid) resinous impurities in the first residue. If the alkaloid consists of atropine or hyoscyamine, the titrated result is more reliable; otherwise the gravimetric.

Assay of Plasters with a Lead Plaster Base.

The belladonna plaster of the British Pharmacopoeia differs from that of the U. S. P., in having lead plaster instead of rubber as a base. T. F. J. Bird proposes (Analyst) the following method for assaying the B. P. plaster:

The following is the process in detail:

Belladonna plaster (B.P.)	15 Gm.
Chloroform	35 Cc.
Glacial acetic acid	5 Cc.

Warm gently to dissolve, and add

Water	40 Cc.
Dilute sulphuric acid (1 in 12)	35 Cc.

Again warm and pour on a 4-inch Buchner's filter connected with a vacuum of 8 to 10 inches of mercury. Remove the nearly dry cake of lead sulphate, break it up, and warm with

Chloroform	10 Cc.
Dilute sulphuric acid	5 Cc.
Water	10 Cc.

Again filter, and transfer the mixed filtrates to a separator. Run off the chloroform (aiding its separation, if necessary, by warming), wash twice with

Dilute sulphuric acid 1 Cc.
Hot water 4 Cc.

and return the washings to the aqueous portion.

To the mixed aqueous liquids add

Chloroform 20 Cc.
Solution of ammonia...A decided excess.

Warm gently, and agitate. Continue the process according to the directions given in the Pharmacopoeia, as follows, assisting the separation of the chloroformic layer, whenever necessary, by the application of a gentle heat: "Separate the chloroformic solution, and twice repeat the agitation with 10 Cc. of chloroform and the separation. Shake the mixed chloroformic solutions with 5 Cc. of diluted sulphuric acid (1 in 12), mixed with twice its volume of warm water; separate the chloroformic liquid, and repeat the agitation with acidulated water. Wash the mixed acid liquids with 3 Cc. of chloroform; then agitate with 10 Cc. of chloroform and an excess of solution of ammonia. Separate the chloroformic solution; twice repeat the agitation with chloroform and the separation; wash the mixed chloroformic solutions with 5 Cc. of water containing one drop of solution of ammonia; draw off the chloroformic layer into a counterpoised dish, evaporate on a water-bath, dry the residue below 100° C., and weigh. Dissolve the residue in 10 Cc. of a decinormal solution of hydrochloric acid, and add centinormal solution of soda, free from carbonate, until the liquid is neutral, using tincture of cochineal as indicator. Deduct the measure of the soda solution thus required from 100 Cc., and multiply the remainder by 0.00287; the product will be the weight in grammes of alkaloids present in the 15 grammes of plaster operated upon." The figures obtained by weighing and titration should agree within about 5 milligrammes.

Assay of B. P. Plasters.

H. J. Henderson, who stated that he had confined his studies so far to the plasters official in the British Pharmacopoeia, proposes the following process as being by far the most satisfactory which he has been able to devise. The residues were apparently quite pure:

Weigh 5 Gms. of the plaster and introduce it into a stoppered glass separator with 25 Cc. of ether; allow the plaster to disintegrate. When the contents of the separator present the appearance of an emulsion add 5 Cc. of a mixture of glacial acetic acid and water (3 parts of the former to 2 parts of the latter), shake for 30 seconds, and set aside until the acid liquor has completely separated. Draw off the lower layer into a small beaker, and again agitate the ether-solution with 5 Cc. of B. P. dilute acetic acid, and draw off as before. To the united acid liquors in the beaker add dilute sulphuric acid in slight excess, stir well, and allow the sulphate of lead to subside. Filter the solution through a small filter into a separator, transferring the whole of the sulphate of lead onto the filter by means of a glass rod tipped with rubber; allow to drain. Remove the funnel from the separator, and wash the lead precipitate with distilled water until a drop of the filtrate gives no precipitate with Mayer's reagent. Concentrate the washings to a small bulk,

and add them to the contents of the separator. The separator now contains the extract of belladonna freed from the other constituents of the plaster. Add excess of solution of ammonia and 10 Cc. of chloroform, shake well for thirty seconds, and draw off the chloroform into another separator. Repeat this treatment with two more successive portions of chloroform of 5 Cc. each, mix the chloroformic solutions of the alkaloids, and shake out the alkaloids with three successive portions of dilute hydrochloric acid, using 5 Cc. for each shaking. To the mixed acid solutions in a separator add excess of solution of ammonia and 10 Cc. of chloroform, shake well, and draw off the chloroform into a weighed dish; repeat the shaking with two successive portions of chloroform, using 5 Cc. for each, draw off as before, and allow the chloroformic solutions to evaporate spontaneously. Dry the residue in the air-oven at a temperature not exceeding 93° C. until the weight is constant, and weigh.

Recovery from Carbolic-Acid Poisoning.

Dr. John C. Bucher contributes to the Philadelphia "Medical Journal" an interesting note on a case of recovery from carbolic acid poisoning. He says:

"A young man, aged 18, swallowed two ounces of carbolic acid with suicidal intent, June 24. As the messenger did not know what the trouble was I made my first trip empty-handed as regards an outfit for the case. Reaching there within ten minutes after he had taken the poison I found him totally unconscious, pulse weak, and rapid upper chest breathing. I gave him one-fifth grain apomorphine hypodermically and at the same time one-hundredth grain of nitroglycerin. The jaws were rigid. I returned to my office, got the stomach-tube and began washing the stomach after prying the jaws apart. He took the poison at 10 p. m. At 11 there was only a weak pulse, and at 11.30 no pulse. I gave him the nitroglycerin every ten minutes. There was a reaction for ten minutes, then a sinking, when I renewed the stimulant.

"What surprised me was the quick effect of the nitroglycerin and the ineffectiveness of the apomorphine. Toward 1 o'clock the heart became more steady. I continued the use of the stomach-tube until I had used from 6 to 8 gallons of water. Later in the night his stomach voluntarily rebelled and threw off some undigested food which was too large for the tube. The fellow is gradually becoming stronger and now is able to be about. I am keeping him on milk exclusively, though he wants other food. I attribute his recovery to the full stomach, the use of the tube and nitroglycerin hypodermically."

Johore Ipecac.

J. C. Umney and Ralph S. Swinton have made an examination of samples of the Johore ipecac which has recently appeared on the London market, and have found that it is practically identical with the Brazilian root, both in its microscopic appearance and in its alkaloidal contents, though it is slightly deficient in extractive matter. The authors see no reason why this root should not be used in medicine for standard preparations.

Selected Pharmaceutical Formulas.

FROM ALL SOURCES.

Horticultural Receipts.

(Continued from page 101.)

GRAFTING WAX.

I.

	Parts.
Beeswax	75
Purified resin	125
Turpentine	36
Rape oil	12
Venice turpentine	25
Zinc white	25

Color yellow with turmeric.

II.

	Parts.
Japan wax	100
Yellow wax	300
Resin	800
Turpentine	400
Hard paraffin	100
Suet	300
Venice turpentine	600

FLUID GRAFTING WAX.

I.

	Parts.
Resin	1250
Pitch	200
Linseed oil	120
Turpentine	50
Yellow wax	130

Melt with a gentle heat; stir continually until cold, and then add methylated spirit, 400 fluid parts.

II.

Burgundy pitch, 500, is melted slowly, removed from the fire and mixed with alcohol 70 or 80. Put up in wide-necked bottles or tins.

III.

	Parts.
Turpentine	1
Resin	4
Wood alcohol	4

MANURE FOR INDOOR.

I.

	Parts.
Sodium chloride	10
Potassium nitrate	5
Magnesium sulphate	5
Magnesia	1
Sodium phosphate	2

Mixed and bottled. Dissolve a teaspoonful daily in a litre of water and water the plants with the solution.

II.

	Parts.
Ammonium nitrate	40
Potassium nitrate	90
Ammonium phosphate	50

Two Gm. is sufficient for a medium-sized flower-pot.

III.

	Parts.
Ammonium sulphate	10
Sodium chloride	10
Potassium nitrate	5
Magnesium sulphate	5
Magnesium carbonate	1
Sodium phosphate	20

One teaspoonful to one litre of water.

IV.

	Parts.
Ammonium nitrate	40
Ammonium phosphate	20
Potassium nitrate	25
Ammonium chloride	5
Calcium sulphate	6
Ferrous sulphate	4

Dissolve 2 Gm. in a litre of water and water the plants with the solution.

V.

	Parts.
Potassium nitrate	20
Potassium phosphate	25
Ammonium sulphate	10
Ammonium nitrate	35

This mixture produces a luxuriant foliage. If blooms are desired, dispense with the ammonium nitrate.

SHIELD LOUSE WASH.

I.

Unslaked lime	Kilos.
Sulphur	9
Salt	6.75

Mix as follows: A fourth part of the lime is slaked and boiled for two-thirds of an hour with the sulphur in 22.6 litres of water. The remainder of the lime is then slaked and added with the salt to the hot mixture. The whole is burned for another half-hour or an hour, and then diluted to 353 litres. The fluid is applied lukewarm when the plants are not in active growth.

II.

Sulphur	900 Gm.
Caustic soda	674 Gm.
(or concentrated ammonia solution)	
Train oil soap	7.5 kilos

The sulphur and the alkali are boiled in water for one hour, the soap is dissolved in 45.4 litres of boiling water. The solutions are mixed, boiled for half an hour, and diluted to 227 litres of water. Apply while warm.

III.

Resin	9 kilos
Caustic soda	2.25 kilos
or concentrated ammonia	2.25 kilos
or calcined 93 per cent soda	15.75 kilos
Fish or train oil	1.4 litre

All three substances are put into a kettle, covered with three or four inches of water, and boiled from one to two hours. The mixture is then diluted with water to resemble strong black coffee.

PETROLEUM EMULSION.

Train oil soap	2.25 kilos
Boiling water	45.4 litres
Petroleum	2.25 litres

The mixture is diluted to 227 litres with hot water. Wash or spray with the luke-warm solution.

KREUGER'S PETROLEUM EMULSION.

Black soap	250 Gm.
Water	4.5 litres
Petroleum	9 litres

Dissolve the soap by boiling in the water; after removing from the fire add the petroleum. The fluid is then agitated well for 10 to 15 minutes.

NESSLER'S REMEDIES FOR AMERICAN BLIGHT.

I.

Soft soap	40 Gm.
Amyl alcohol	50 Gm.
Methylated spirit	20 Gm.
Water	1 litre

II.

Soft soap	30 Gm.
Sulphurated potash	2 Gm.
Amyl alcohol	32 Gm.
Water	1 litre

III.

Soft soap	15 Gm.
Sulphurated potash	29 Gm.
Water	1 litre

DESTRUCTION OF MICE.

Parts.

Lard	500
Salicylic acid	5
One onion	
Suet	50
Barium carbonate	500
Solution of ammonia, acetate of copper or of verdigris	50

The onion is cut up fine and fried with the fats until dark brown. The salicylic acid is then added and the mixture strained and stirred until the fat nearly sets. The barium is next added, and, finally, the copper solution.

DESTRUCTION OF RATS.

I.

Precipitated barium carbonate	100 Gm.
Tartar emetic	1 Gm.

Mixed with baked flour and glycerin in 2 Gm. boluses, which are fried brown in hot fat.

II.

Gypsum	2
Oatmeal	750
Flavor with anise oil	

III.

Plaster Paris and sugar, equal parts.
The mixture is spread on a plate and exposed near a vessel of water.

IV.

Crushed bitter almonds	Parts.
Lard	60
Fresh squill bulbs, equal parts.	

MOTH AND CATERPILLAR LIME.

I.

Venice turpentine	Parts.
Resin	200
Turpentine	1,000
Tar	140
Lard	80
Rape oil	500
Tallow	240
	200

II.

Resin	Parts.
Lard	50
Stearine oil	40

III.

Resin	Parts.
Rape oil	3
Lard	4
Soft soap	2
Wood tar	1
	10

IV.

Resin	Parts.
Rape oil	36
Venice turpentine	36
Wood tar	20
Turpentine	5
	3

Paint the mixture, while warm, on strips of paper laid smoothly on the tree trunk about a yard above the ground. This should be done at the end of October or the beginning of November, to prevent the females of the winter moth from climbing trees.

Toothache Remedies.

TOOTHACHE WAX.

I.

Paraffin	4 ozs.
Petrolatum	2 ozs.
Clove oil	2 drs.
Creosote	2 drs.

Melt on a water bath and mix well. When cool, cut up to suit.

II.

Powdered mastic	2½ drs.
Venice turpentine	6 drs.
Beeswax	2 drs.
Chloral hydrate	80 grs.
Powdered opium	1½ drs.

Melt the first three substances on a water bath, and to the molten fluid add the chloral and opium, the chloral having been previously reduced to a fine powder. The mixture is stirred until it becomes plastic. It is then moulded into pill form or small pipes.

III.

Pellitory, powdered	Parts.
Mastic, powdered	1
Sugar, powdered	1
Chloroform, q. s.	

Make this into a paste with sufficient chloroform, and at once put into a stoppered bottle.

IV.

A preparation resembling a well-known toothache wax may be made by immersing purified absorbent cotton in a hot solution of paraffin wax colored with alkanet root, and containing about 1 per cent carbolic acid.

TOOTHACHE DROPS.

I.

Cocaine hydrochlorate	Parts.
Camphor	1
Chloral hydrate	50
	50

Mix, adding a few drops of water to the cocaine so as to obtain a clear solution. A plug of cotton wool, moistened with a little of the solution, is introduced into the cavity of the painful tooth and left there for twenty-four hours.

II.

Hydrochloride of cocaine	1½ gr.
Menthol	15 grs.
Crystallized carbolic acid	15 grs.
Oil of cloves	5 drops
Camphorated alcohol	120 grs.

III.

Orthoform	15 grs.
Carbolic acid	15 grs.
Camphor	60 grs.
Chloral hydrate	60 grs.

The tooth cavity to be dried and then filled with cotton impregnated with the drops.

DENTAL ANTISEPTIC.

Carbolic acid	4 drs.
Oil cassia	1 dr.
Oil cloves	1 dr.
Thymol	2 drs.
Glycerin	1 dr.
Tannic acid	20 grs.

The cavities are saturated with the solution, then lightly packed with cotton-wool dipped in the liquid, and finally sealed with a piece of cotton-wool saturated with sandarac varnish.

Cements.

LIQUID GLUE OR CEMENT.

I.

Glue	3 ozs.
Gelatin	3 ozs.
Acetic acid	4 ozs.
Water	2 ozs.
Alum	30 grs.

Heat together for six hours; skim and add

Alcohol	1 oz.
---------------	-------

Mix.

II.

Glue, white	2 ozs.
Acetic acid	8 ozs.
Nitric acid	10 drops

Mix the glue and acetic acid in a wide-mouthed stoppered bottle; set in a warm place, agitate frequently until dissolved, and then add the nitric acid. Keep in a well-stoppered bottle.

CHINA CEMENT.

Gum ammoniacum	3 drs.
Brazilian isinglass	3 ozs.
Distilled water	6 ozs.
Wood alcohol	12 ozs.

Add 4 ounces of spirit to the water, in which dissolve the isinglass by the aid of gentle heat; dissolve the gum in the remainder of the spirit and add to the previous solution.

LEATHER AND RUBBER CEMENT.

Parts.

Caoutchouc, cut fine	62
Chloroform	250

Mix and dissolve; then make another solution of

Parts.

Caoutchouc	60
Resin	24
Oil of turpentine	250

and mix the two and agitate or stir until homogeneous. This is an excellent preparation.

ACID-PROOF CEMENT.

The following is recommended for cementing glass, porcelain, or other containers for acids:

Parts.

Powdered asbestos	2
Barium sulphate	3
Sodium silicate (liquid)	2

If hot acids are in question, the following mixture is recommended as being still more resistant:

Parts.

Powdered asbestos	1
Fine sand	1
Sodium silicate	2

Both of these cements require a few hours to set. If they are wanted to set at once, it is advised to use liquid potassium silicate instead of the sodium silicate.

Prize Essay.

Brief, bright essays on subjects of interest to pharmacists are invited for the Prize Essay Department of the "American Druggist." For every article printed, long or short, the "American Druggist" will fortnightly pay \$5.00.

NEW SODA WATER SYRUPS.

By C. H. SEGUIN.

IN dispensing soda water, put two or three tablespoonfuls of shaved or cracked ice in each glass, add two or three ounces of the syrup, and fill the glass with the carbonated water. Trim the filled glass of soda with clean, fresh fruit; fresh, green mint, spices, etc. Serve with julep straws.

Shamrock Syrup.

Essence bitter almond (1-32)..... ½ dr.
Oil cognac 2 drops
Extract vanilla 2 drs.
Compound tincture cadamom..... 2 drs.
Sweet cider 10 ozs.
White sugar 14 ozs.
Frothing mixture 3 drs.

Mix. Trim with sweet, large grapes.

Unique Syrup.

Coffee syrup 4 ozs.
Elixir coca 3 ozs.
Sherry wine 1 oz.
Red-currant syrup 8 ozs.

Mix. Trim with sliced fig.

Cream Flip Syrup.

Fresh eggs 6
Fresh cream 5 ozs.
Vanilla syrup 8 ozs.
Peppermint cordial ½ oz.

Mix. Trim with grated nutmeg.

Peach Flip Syrup.

Fresh eggs 5
Rhine wine 3 ozs.
Peach syrup 10 ozs.

Mix. Trim with sliced fresh peach.

Pepsin Flip Syrup.

Pepsin 10 grs.
Syrupy phosphoric acid..... 25 mms.
Fresh eggs 5
Peppermint cordial ¼ oz.
Raspberry syrup 12 ozs.

Mix. Trim with grated nutmeg.

Coca Pepsin Syrup.

Crystal pepsin 20 grs.
Elixir of coca 2 ozs.
Syrupy phosphoric acid..... ½ dr.
Chocolate syrup 14 ozs.

Mix. Trim with grated cocoanut.

Kola Pepsin Syrup.

Crystal pepsin 15 grs.
Kola cordial 1 oz.
Syrupy phosphoric acid..... ½ dr.
Red currant syrup 15 ozs.

Mix. Trim with sliced lemon.

Orange Pepsin Syrup.

Crystal pepsin 20 grs.
Curacao cordial 3 ozs.
Syrupy phosphoric acid..... ½ dr.
Orange syrup 13 ozs.

Mix. Trim with sliced orange.

Kola Mint Phosphate Syrup.

Kola cordial 1 oz.
Syrupy phosphoric acid..... ½ dr.
Spearment cordial 3 drs.
Lemon syrup 15 ozs.

Mix. Trim with sprigs of fresh mint.

Coca Kola Syrup.

Elixir of coca 1 oz.
Kola cordial ½ oz.
Frothing mixture ½ oz.
Ginger syrup 15 ozs.

Mix. Trim with fresh blackberries.

Claret Cup Syrup.

PICK-ME-UP.

Claret wine 3 ozs.
Rhine wine 2 ozs.
Catawba wine 1 oz.
Prune syrup 10 ozs.

Mix. Trim with fresh cherry.

Melange Syrup.

APHRODISIAC.

Celery cordial ½ oz.
Elixir of coca 1 oz.
Fluid extract damiana ½ oz.
Syrupy phosphoric acid..... 35 mms.
Pineapple syrup 14 ozs.

Mix. Trim with fresh grated pineapple.

Coseka Syrup.

Coca cordial 1 oz.
Celery cordial 3 drs.
Kola cordial 6 drs.
Frothing mixture 3 drs.
Lemon syrup 14 ozs.

Mix. Trim with sliced lemon.

Kolaya Syrup.

Kola cordial ½ oz.
Calisaya cordial 1 oz.
Catawba wine 1 oz.
Frothing mixture ½ oz.
Blackberry syrup 14 ozs.

Mix. Trim with fresh berry.

Cokocalis Syrup.

Kola cordial ½ oz.
Coca cordial 1 oz.
Calisaya cordial 1 oz.
Muscatel wine 1½ oz.
Frothing mixture ¼ oz.
Raspberry syrup 12 ozs.

Mix. Trim with fresh white grapes.

Regina Syrup.

Oil cognac 2 drops
Syrupy phosphoric acid..... 40 drops
Extract vanilla 2 drs.
Angostura bitters 2 drs.
Tokay wine 4 drs.
Simple syrup 15 ozs.

Mix. Trim with fresh blackberries.

Dewey Flip.

Fresh eggs 5
Lemon juice 2 ozs.
Peppermint cordial 1 dr.
Lemon syrup 10 ozs.

Mix. Trim with fresh mint and berry.

Eureka Syrup.

PICK-ME-UP.

Whisky 3 ozs.
Jamaica rum 2 ozs.
Holland gin 1 oz.
Angostura bitters ½ oz.
Benedictine cordial ½ oz.
Peppermint cordial ¼ oz.
Frothing mixture ¼ oz.
Ginger syrup 9 ozs.

Mix. Trim with fresh mint and cherry.

Coca Malt Syrup.

Extract malt, Pabst..... 4 ozs.
Coca cordial 1 oz.
Cherry syrup 10 ozs.

Mix. Trim with fresh cherry.

Coca Malt Phosphate Syrup.

Extract malt, Pabst..... 4 ozs.
Coca cordial 1 oz.
Syrupy phosphoric acid..... ½ dr.
Lemon syrup 10 ozs.

Mix. Trim with sliced lemon.

Lacto Malt Syrup.

Extract malt, Pabst..... 4 ozs.
Vanilla syrup 8 ozs.
Fresh cream 4 ozs.

Trim with grated mace.

Chocolate Mint Syrup.

Peppermint cordial 8 drs.
Plantain syrup 4 ozs.
Chocolate syrup 12 ozs.

Mix. Trim with fresh mint.

Monami Syrup.

Extract rose 2 drs.
Extract vanilla 3 drs.
Extract orange 5 drs.
Sweet cider 1 oz.
Chocolate syrup 14 ozs.

Trim with grated mace.

Kafriko Cordial.

Fluid extract kola 3 drs.
Fluid extract calisaya..... 4 drs.
Fluid extract coca..... 6 drs.
Angostura bitters 3 drs.
Jamaica rum 6 ozs.
Water 5 ozs.
White sugar 6 ozs.

Mix. Let stand one hour and filter.

Calisaya Cordial.

Fluid extract calisaya..... 2 ozs.
Fluid extract liquorice..... ½ oz.
Tincture recent orange..... ½ oz.
Compound tincture cardamom..... ½ oz.
Oil anise 5 drops
Oil coriander 5 drops
White sugar 6 ozs.
Diluted alcohol 10 ozs.

Mix and filter.

Celery Cordial.

Fluid extract celery..... 2 ozs.
White sugar 4 ozs.
Rose water 7 ozs.
Alcohol 5 ozs.

Mix and filter.

Coca Cordial.

Fluid extract coca..... 2 ozs.
White sugar 6 ozs.
Compound tincture cardamom..... 2 ozs.
Anise water 5 ozs.
Alcohol 4 ozs.

Mix; let stand two hours and filter.

Mint Cordial.

Fresh green mint, clean..... 2 drs.
Oil mint (pepper or spear)..... 4 drs.
White sugar, granulated..... 2 ozs.
Precipitated chalk 1 oz.
Diluted alcohol 15 ozs.

Cut the mint and rub with the sugar, add the chalk, oil and diluted alcohol; filter.

Kola Cordial.

Fluid extract kola 2 ozs.
White sugar 6 ozs.
Tincture recent orange..... 6 drs.
Tincture cinnamon 2 drs.
Rose water 6 ozs.
Alcohol 4 ozs.

Mix; let stand two hours and filter.

Frothing Mixture.

Gum arabic, granulated..... 4 ozs.
White of eggs, fresh..... 4
Cold water 12 ozs.

Dissolve the gum in the water and add the egg. Two or three ounces of this mixture to each gallon of syrup.

Pharmaceutical Progress.

New Remedies—Improved Processes—Modern Inventions—Wrinkles in
Dispensing—Tests and Reactions.

Cognet's Capsules are administered in the treatment of phthisis, and contain creosote, 0.003 Gm.; eucalyptol, 0.003 Gm.; iodoform, 0.05 Gm. in each gelatin capsule.

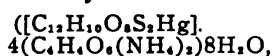
The Alteration of an Iodoform Gauze.—P. Rouvet (Jour. de Phar.) has observed that iodoform gauze undergoes an alteration after keeping. On opening a packet an odor of putrefying organic matter was observed; the oiled parchment paper in which it was wrapped had a dark-brown tint and was specked with small brilliant white crystals. By micro-chemical and ordinary reactions these crystals were found to consist of zinc iodide, showing that the iodoform had been reduced, as they were the result of the iodoform vapor, or hydriodic acid, on the galvanized iron case in which the gauze had been packed. The oiled parchment paper was also connected with the alteration, and the author recommends that paraffined paper should be substituted in future.—Chem. News.

Biological Test for Arsenic.—It is only necessary to let the *Penicillium brevicaulis* grow in proximity to a substance containing even the merest traces of arsenic in order for it to give off a strong odor of garlic. This singular fact, reported first by Gosio, has been made use of in detecting arsenic in corn meal, fly paper, drugs, gas, wine, etc. The latest experiments were with pieces of hides supposed to have been treated as a preservative measure with arsenic, but in which no arsenic was to be found by chemical tests. Several slices of potato, in which holes were bored, were laid in Petri dishes, and in each of the holes was inserted a piece of the hide. The whole was sterilized at 115° C. After cooling, $\frac{1}{2}$ Cc. of sterilized water, containing spores of the *Penicillium brevicaulis* was poured over each slice. After twenty-four hours the characteristic odor of garlic was discernible on opening the separate dishes. By keeping the cultures at 37° C. the reaction is more rapid. The Marsh apparatus failed in this instance to detect arsenic in a piece of hide 5 Cm. square, while by this method it was detected in a piece 1 Cm. square.

Some Incompatibilities.—Mansier directs attention (Bull. de Soc Royale de Pharm. de Brux.) to certain incompatibilities which are often overlooked. In mixtures of tinctures such as kola, cinchona or cannella with the tincture of colombo, the active principle, menispermene, is precipitated by the tannin contained in the tinctures first named. Hydrochloride of cocaine should never be added to water saturated with chloroform, for chloroform is much less soluble in water containing cocaine than in distilled water, and on adding the cocaine, the chloroform is thrown out of solution in very fine drops. To prevent this action, 42 parts of saturated chloroform water should

be added to 100 parts of water, or 1 part of citric acid or 5 parts of alcohol added to 100 parts of the chloroform water used. On dissolving simultaneously, chlorate of potash and alum, or sulphate of aluminum, free chlorine is liberated, to which is due the peculiar action of this solution. The chlorine appears to be gradually transformed into hydrochloric acid on standing. M. Mansier has also observed that on triturating ointment of iodide of potash with mercurial ointment, mercurous and mercuric iodides are produced during trituration, and these may produce erythema, approximating vesication if used continuously for any length of time.

Asterol and Hydrargyrol.—Asterol is a double salt, mercury parasulphocarbonate-ammonium tartrate. It possesses advantages over hydrargyrol, which is mercury parasulphocarbonate, in being readily soluble in warm water, giving solutions which remain clear. Hydrargyrol occurs in crystalline scales or crusts which have a peculiar gingerbread odor. When treated with water it forms basic salts. To avoid this decomposition the salt is combined with ammonium tartrate. The double salt asterol thus obtained, which is represented by the formula—



is perfectly soluble and stable in aqueous solutions. F. Steinmann recommends asterol as a substitute for sublimate, and, in many cases, for mercury oxycyanate, on account of this solubility. Its bactericidal action is very penetrating, and is maintained even in albuminous solution; it is non-irritant. Asterol is an excellent disinfectant for the hands; instruments are not affected by its use. Although it is poisonous, as demonstrated on animals, no apparent danger results after its extensive local application as an antiseptic.—Schweiz. Woch. für Pharm., through Phar. Jour.

A Study of the Narcotic Extracts.—Anton Altan, a pharmacist of Bucharest, and delegate to the Eighth Congress of Pharmacy, has published in the form of a brochure a very thorough study of the rationelle of the preparation and the determination of the active principles in the principal narcotic extracts, in which category he includes the extracts of aconite, belladonna, hyoscyamus, nux vomica, opium, digitalis and ergot. As a result of his studies, he arrives at the following conclusion: (1). The dry form is necessary for the narcotic extracts, with the exception of that of Indian hemp, a study of which is not yet complete. (2). For the preparation of narcotic extracts, with a few exceptions, it is desirable to first prepare a fluid extract, then remove from this pectin and other inert extractive matter, and evaporate the residue to dryness in vacuo. (3). The narcotic extracts,

whose active constituents are well known should always be assayed. In any case, it is highly essential to determine the moisture, the ash and the proportion of potassium carbonate contained in the ash. (4). For the assay of the active principles of nux vomica, belladonna, hyoscyamus and aconite he recommends Keller's method, using iodoesine as an indicator in trituration. He prefers Dieterich's method for the determination of morphine in extract of opium, using iodoesine as an indicator. For the determination of digitoxine and cornutine he follows the process of Keller.

Miscible Fluid Extract of Ipecac.

F. G. J. Bird contributed laboratory notes on various topics, including the stronger solution of ferric chloride, in which he suggested alterations in the quantities used in the B. P.; on detannated wine showing the necessity which exists for its use, and on miscible fluid extract of ipecac, proposing the following formula:

Liquid ext. of ipecacuanha B.P. 1,000 Cc.
Distilled water 1,000 Cc.

Mix and allow to stand in a cool place for twenty-four hours. Filter and wash the residue on the filter-paper with a little distilled water until colorless, keeping the washings separate. Acidify the filtrate with acetic acid q. s. to a very faint acid reaction. Distil by the heat of a water bath until the distillate (as shown by volume and sp. gr.) contains 400 Cc. absolute alcohol. This will generally measure about 520 Cc. Reserve this portion of the distillate, and continue the distillation to recover the remaining alcohol. Evaporate the residue on the water bath to about 420 Cc., allow to cool, and pour off the bright liquid from any slight deposit of oily or resinous matter adherent to the dish. Add this to the reserved distillate. Rinse the dish with the washings obtained in the first part of the process, filter if necessary, and evaporate sufficiently to make the total volume of the preparation equal 1,000 Cc.

The finished product of the above formula gives a bright mixture with detannated wine, yields from 2 to 2.25 per cent alkaloid by the B. P. method of assay, and compares favorably in point of aroma with the original preparation.

For glycerole of ipecac, Mr. Bird proposes the following:

Liquid ext. of ipecacuanha 1,000 Cc.
Distilled water 1,000 Cc.

Mix as before, allow to stand, filter, and wash the residue, evaporating the washings separately. Acidify filtrate with acetic acid to a very faint acid reaction, distil off the alcohol, and evaporate on a water-bath (adding the evaporated washings towards the end) to 500 Cc. Add:

Glycerin 500 Cc.

This also forms a clear solution with detannated wine, syrups or aqueous liquids. It contains the B. P. proportion of alkaloid, and for many obvious purposes furnishes a convenient preparation of ipecacuanha.

An alternative process for the direct preparation of miscible liquid extract of ipecacuanha was also tried and found to work well. It is as follows:

Ipecacuanha root (in No. 120 powder) 2,250 Gm.
Calcium hydroxide 325 Gm.
Alcohol (80 per cent), a sufficiency.

Pack the powdered ipecacuanha root lightly but uniformly in a conical perco-

lator; add successive portions of .400 Cc. of the alcohol at intervals of twelve hours until the liquid begins to drop from the percolator. Close the lower orifice, and set aside for twenty-four hours. Then percolate slowly until 700 Cc. has been collected. Continue the process as detailed in the Pharmacopoeia; recover the alcohol from the remaining percolates; evaporate on a water-bath to a soft extract, dissolve in the reserved portion, and assay by B. P. method. Finally dilute with alcohol (90 per cent.) to a volume that shall contain 5 Gm. of the alkaloid in 100 Cc. Then take:

Liquid extract of ipecacuanha (5 per cent)	900 Cc.
Distilled water	1,100 Cc.

Mix, set aside for twenty-four hours in a cool place, and filter. Wash the filter with sufficient distilled water to produce 2,000 Cc.

Syrup of Balsam Tolu.

E. H. Farr and R. Wright criticise the processes official in both the U. S. Pharmacopoeia and the B. P. They examined various samples of both hard and soft balsam of tolu, finding that the soft balsam contained almost double the amount of cinnamic acid found in the hard variety. After experimenting with six different methods, the authors recommend the following process, based upon that of the old Edinburgh Pharmacopoeia:

Take 4 parts of balsam and dissolve in 12 parts of 90 per cent alcohol, then add to 26 parts of water previously heated to 70° C. and placed in a bottle; shake vigorously, then set aside for twenty-four hours; filter bright; mix the filtrate with seven times its volume of simple syrup.

The authors state that the U. S. P. process is somewhat complicated and seems to defeat its special object, for the product has scarcely more flavor and is considerably less acid than the B. P. syrup.

Discovery of Essential Oil in Liquorice Root.

Data regarding the amount of essential oil in liquorice are wanting, even the commentary to the German Pharmacopoeia failing to enumerate essential oil among the constituents of the root; it is, therefore, interesting to note that H. Haensel, of Perna, Germany, has succeeded in obtaining a small portion of oil by distillation, amounting to 0.03 per cent for Spanish root and 0.035 per cent for Russian root. The quantities operated upon were small, and it is questionable whether the small yield and consequently high price of the oil will allow it to find practical employment. The optical examination of the oil was conducted in alcoholic solution and showed that the essential oil from the Russian root is dextro-rotatory, from the Spanish laevo-rotatory. The composition of the two oils is, therefore, different. Both oils have a slightly acid reaction, that of the Spanish oil being more pronounced than the Russian. They are soluble in dilute alcohol, but to what extent has not been determined.

The Morris-Morton Drug Co. is a new wholesale house at Fort Smith, Ark. A. D. Morris, of the Morris & Dickson Co., Shreveport, La., is the president.

Bibliography.

Pharmacognostische Karte für die Arzneibücher Europas und der Vereinigten Staaten von Amerika bearbeitet von Hermann Schelenz. 2. Auflage. Druck und Verlag von G. Freytag & Berndt, Wien und Leipzig.*

The compiler of this atlas has collated a great deal of information from a wide variety of sources and put it into available shape. It will be remembered that an atlas showing the origin of various drugs was published in separate sheets in The Pharmaceutical Record some ten years ago. The very popular reception accorded to that atlas is an indication of the fact that there is a field for such a publication. Herr Schelenz has added some features of general interest besides those contained in the Pharmaceutical Record map; the advent of his atlas will be welcomed by all students of pharmacognosy. The fact that the text is in German is but a slight drawback even where a student does not understand this language, since the names of all the drugs are given in Latin.

The atlas shows the habitat of the drugs official in the pharmacopoeias of Europe and the United States, where the drugs are cultivated, and the routes from the place of culture or collection to the principal markets, giving the approximate time required for the drugs to reach the market.

This information is printed in the form of an atlas of the world on Mercator's projection measuring some 25x36 inches, with detail maps of Central Europe and Southeast Asia, both of which are specially prolific in drugs. In addition to the printing of the names of the drugs at the point on the maps in which they occur, a table is attached giving the zones of elevations at which the various drugs are found. The card is well printed on substantial paper and will, undoubtedly prove a valuable addition to the pharmacist's library, and helpful for students.

Books and Pamphlets Received.

Twenty-ninth annual report of the Council of the Pharmaceutical Association of the Province of Quebec for the year ending April 30, 1899. With proceedings of the annual meeting held June 13, 1899.

Thirty-second annual announcement of the Montreal College of Pharmacy. Session 1899-1900. Montreal: 695 LaGauchetière street.

Over 1,000 Prescriptions or Favorite Formulae of Various Teachers, Authors and Practicing Physicians. The whole being carefully indexed and including most of the newer remedies. Cloth, 300 pages, postpaid \$1. The Illustrated Medical Journal Co., Publishers, Detroit, Mich.

The early publication of a new textbook of botany by Professor H. H. Rusby, of the New York College of Pharmacy, is promised. It will be entitled "The Morphology and Histology of Vegetable Drugs." Those who have seen the advance sheets of the promised work predict for it a prominent place among medical and pharmaceutical text-books of botany, despite its somewhat lengthy title.

A book that should be read! George J. Seabury's book, "Shall Pharmacists Become Tradesmen?" has just come from

*Pharmacognostic Atlas for the Pharmacopoeias of Europe and United States of America, by Hermann Schelenz, 2nd edition, Vienna and Leipzig, G. Freytag & Berndt.

the hands of the printers and is now ready for delivery at 30 cents per copy, postage prepaid. This is cost price of the book, which will be profitable reading to both proprietors and clerks.

From Drugs to Literature.

Under the heading, "News from Bookland," the Philadelphia "Saturday Evening Post" refers to a pharmacist-author in the following words: "A new book by Theodore Burt Sayre, who has already won a small share of fame as a play writer, is well under way. It is less than six years ago that Mr. Sayre left his father's drug store in New York and attached himself to a metropolitan afternoon paper as a reporter. He carried a small bag, such as school teachers and stenographers carry, containing his notebook—an elaborate affair, with silver bindings—pencils and other trinkets. When not gathering newslings, that appeared under the head of City Briefs, when they appeared at all, he spent his leisure time writing plays. He was a pretty pink-cheeked boy, with a merry smile and bright eyes. Tiring of journalism, he returned to drugs, and for a few years he mixed syrups and literature with equal success, until at last he has made his hit."

The Science of Odors.

Graphology, palmistry and the other new "sciences" which are employed for the detection of character will find a troublesome rival in the discovery of Prof. Harry Thurston Peck, of Columbia. It is not by his fingers, nor by his palms, but by his nose, declares Professor Peck, that the inner qualities and characteristics of a man are revealed. What is your favorite perfume? asks the nasologist of his patient, male or female! Tell me what scent you put upon your handkerchief, or what soap you buy for your washstand and I will tell you what manner of man or woman you are. The sincere lover of the scent of violets, for instance, is a true enthusiast for beauty of form, color and sound. But many only affect a passion for simple odors; their real inclinations tend toward the compound fascinations of eau de cologne, patchouli and other artificial odors. Persons who perfume themselves with chypre or with peau d'Espagne may be set down as "indolent, chattersome, wasteful and with a tendency to obesity as they advance in years." Prudent folk ought to be on their guard against all such as perfume themselves with musk.

A taste for musk is an indication of brutality of character; but if the liking for musk be combined with a liking for some other scent the brutal tendencies of the musk lover will be qualified. The most terrible of all scents as revelations of character is that of corylopsis. Any wholesome minded man or woman who is conscious of a perverse inclination toward corylopsis ought to mortify the nose by total abstinence, exactly as a person with a tendency to alcoholism should mortify the mouth. "No man should commit so fatal an error," says Professor Peck, "as to think of marrying a lady who perfumes herself with corylopsis." The true nasologist, after the diagnosis of our case, will tell us what we ought to smell in order to be cured of our specific bodily, mental and moral ailments.

Queries and Answers.

We shall be glad, in this department, to respond to calls for information bearing on pharmacy or any of its allied topics, and cordially invite our friends to make use of this column.

The name and address of the inquirer must accompany the communication, not for publication, but to assure attention, as we make it a rule to pay no regard to anonymous correspondence.

We have perfected arrangements to have legal queries answered by competent authority and invite our readers to avail themselves of this advice free of charge.

Date of Close of the 19th Century.—P.—December 31, 1900, will be the last day of the 19th century. The 20th century begins January 1, 1901.

Artificial Carlsbad Salts.—R. V.—The formula given in the National Formulary cannot, in our opinion, be improved upon, and we recommend you to consult that work.

To Bleach Canada Balsam.—C. A. F.—We do not know of any chemical process for bleaching fir balsam. Exposure to the rays of the sun in shallow vessels should produce the desired result.

The Best Five Books for Pharmacists.—A. Z. suggests the following: U. S. Pharmacopoeia, U. S. Dispensatory, Remington's Pharmacy, Schimpf's Volumetric Analysis and Attfield's Chemistry.

Powder for Analysis.—E. D. H.—We regret we cannot undertake the analysis of a compound powder such as you send. If you are desirous of ascertaining the composition of the powder, why not place a sample in the hands of one of the many analytical chemists for which your city is famous? It is asking a little too much of us to do this sort of thing.

Liquid Annatto.—A. S. R.—The following will yield a satisfactory article:

Annatto	3 ozs.
Potassium carbonate	1 oz.
Water	20 fl. ozs.

Bruise the annatto and triturate with the potassium carbonate and the water. Allow to stand several days before bottling. Used as a butter coloring.

An Acid that Stains Yellow.—C. M. G. writes: "Will you please state what acid it is that, when touched to pure wool indigo blue cloth causes the cloth to turn a light lemon color, edged with green? When applied to a cloth dyed with a cheap dye it turns orange or red in color."

We should say that nitric acid is the acid used in this case. Nitro-hydrochloric acid would act similarly.

Colorings for Toilet Preparations.—W. A. B. asks how he may color toilet preparations, aqueous, alcoholic and oleaginous, red, lavender and straw tints.

Aniline dyes soluble in either alcohol, water or oil, of any desired color, can be purchased through any of the perfumery supply houses. When used in small proportions the fast aniline dyes are harmless. Light straw tints can be imparted by the judicious use of saffron, turmeric, aniline, orange, phosphine or similar artificial dyes.

Artificial Kissingen Water.—R. V.—Common salt predominates in this water.

The nearest approach to the natural water is made by combining the following salts in the proportions given, viz.:

Potassium chloride	1 dr.
Magnesium sulphate	7 drs.
Sodium bicarbonate	5 drs.
Sodium chloride	3 ozs.
Carbonated water	1 gal.

The several ingredients should be dried separately and intimately mixed before being added to the water.

The above is essentially the formula given in the National Formulary.

Do Lentils Contain Iron?—F. M.—The lentil is rich in starch and nitrogenous matter, and may possibly contain a small percentage of iron. The composition of lentils is stated by Paysen as follows:

Nitrogenous matter	25.2
Starch, etc	56.0
Cellulose	2.4
Fatty matter	2.6
Mineral matter	2.3
Water	11.5
	100.00

The lentil is the most nourishing of all the leguminous plants, but is reputed to be rather difficult of digestion. It is recommended as a cheap nourishing food for the poor, and not for any remedial properties that might be ascribed to its supposed iron content.

Fluor Spar for Etching.—C. A. F. asks how best to use fluor spar for etching purposes.

One of the simplest methods is to cover the surface of the glass to be etched with a coating of melted wax or paraffin. The design is then traced on the glass through this covering with a needle or point, and the tracings wetted with sulphuric acid, after which finely pulverized fluor spar (calcium fluoride) is dusted on the lines. The contact of the fluor spar with the sulphuric acid sets free hydrofluoric acid, which attacks the glass.

A fluid preparation for etching glass tumblers, which may be applied by means of a rubber stylus or a stamp, may be made as follows:

Sodium fluoride	1 oz.
Glacial acetic acid	10 drs.
Water	25 ozs.

Dissolve the sodium fluoride in water and add the acetic acid, the operation being conducted in a vessel of lead or rubber.

The article to be etched is first coated with wax or paraffin or a light etching varnish, which is scratched off where a pattern is desired, and then immersed in the solution; or the fluid may be applied by a rubber stylus or stamp as suggested above.

Wanted, a Compound Laxative.—

"Girard" writes: "Will you kindly publish the formula of a preparation to stimulate the hepatic and intestinal secretions, clean up and accelerate the portal circulation and increase the secretions and peristaltic action of the intestines, the basis of the mixture to consist of sodium phosphate, 70 grains; sodium sulphate, 5 grains in each fluid dram? Would like the mixture to be colorless."

A solution of the kind desired and possessing a few of the therapeutic properties enumerated might be produced by combining the sodium sulphate with the concentrated solution formed by the trituration of sodium phosphate with sodium nitrate. When granular sodium phosphate is rubbed up in a mortar with sodium nitrate and citric acid liquefaction takes place and a teaspoonful of the fluid may represent as much as 85 grains of sodium phosphate. A formula might be constructed as follows:

	Parts.
Sodium nitrate, crystal	5
Citric acid, crystal	13
Sodium sulphate, crystal	5
Sodium phosphate, crystal	85

In a hot mortar mix the sodium nitrate and citric acid, triturating briskly until the crystals melt; then add the two remaining sodium salts and continue the trituration until the whole becomes semiliquid. Finally transfer to a wide-mouth bottle, shake well occasionally until dissolved and filter.

This, it will be seen, provides for a strongly concentrated solution, and if palatability is desired, its dilution with equal parts of glycerin and water would be advisable.

"Tauric Moss."—E. C. W.—This is a newspaper "discovery," as yet unknown to scientists. The only information in our possession regarding the substance is gleaned from an article published in a Metropolitan newspaper. "Tauric Moss" is there stated to be a lichenous plant that grows freely in many parts of the country. The "moss," according to the tale told by the newspaper yarner, is the source of a substance called "tauric acid," and the way in which it is made to yield this acid is told in this manner:

"Put in a deep vessel a layer of chloride of lime, then a layer of tauric moss, to the depth of two inches, and then a layer of chloride of potash of about the same thickness. This is saturated with water until the lime is slaked away. After the fire has gone out of the lime the liquid is drawn off. After this, creosote of tar is added until a saturated solution results. The solution is precipitated with a solution of sulphuric acid, one part in ten. After precipitation the supernatant liquid is decanted, and the residue is found to consist of pure tauric acid." This acid, we are told, has the property of softening steel, gold, silver, aluminum or lead. When placed in contact with it the metal becomes as "soft as dough," and can be worked by hand into any shape or form. Although it softens steel the acid has no effect on iron; why, it is not explained. No further information is at present forthcoming, and while it is not always safe nowadays to cast ridicule on any unusual discovery in scientific realms, the idea that a vegetable acid can possess any such properties as above set forth is so ludicrous as to lead to wonder why any newspaper should allow itself and its readers to be so gulled.

To Determine the Phenol Strength of Carbollic Acid Soaps and Disinfectants.

—R. S.—The most accurate method of estimating the amount of phenol in soaps and disinfectants is the titrimetric method of the U. S. P. Fresenius recommends the titrimetric method (Coblentz, *American Druggist*, xxix, 6), but directs that the phenol be removed from the substance to be examined by acidifying with hydrochloric acid and distilling in a current of steam, the distillate being titrated directly. Fresenius employed the following solutions:

1. Solution containing 9.763 Gm. sodium hyposulphite in the liter.

2. Bromide solution containing 2.04 Gm. of sodium bromate and 6.959 Gm. of sodium bromide in the liter.

3. Filtered solution of starch.

The sodium hyposulphite solution is standardized by means of pure iodine and from this the bromine solution is standardized.

The distillation should be carried on in a flask of 600 Cc. capacity, and as receiver a flask of 500 Cc.

Professor Coblentz recommends the following process: A sample of soap containing 0.1 Gm. of phenol, dissolved and acidified with sulphuric acid is treated with from 85 to 150 Cc. of bromine solution, and the mixture allowed to stand for thirty minutes. To this is added a freshly prepared solution of 125 Gm. of potassium iodide in 30 Cc. of water, and the flask securely stoppered and allowed to stand twelve hours, when it is titrated with sodium hyposulphite solution to estimate the amount of liberated iodine.

Practically the same process is applied in the examination of carbollic acid disinfecting powders. About 0.5 Gm. of the powder is placed in a retort with some water and 50 Cc. of concentrated hydrochloric acid. The mixture is heated to boiling and a current of steam passed through the retort until all phenol has passed over. The distillate is then treated in the same way as the distillate from the soap solution.

Preserving Eggs.—W. S.—The best results in preserving eggs have been obtained by the use of soft petrolatum applied as a coating to the shell, or by dipping the dry eggs into melted hard petrolatum to which about 3 parts of soft petrolatum have been added. A pickle recommended in "Pharmaceutical Formulas" has this composition:

Salicylic acid	1 oz.
Sodium borate	10 ozs.
Hot water	12½ pints

Dissolve and cool.

The eggs are immersed in this solution for six hours and then taken out and placed in pasteboard compartment boxes to dry in the air. Besides preserving the eggs, immersion in this solution is said to give the eggs the buff color so characteristic of winter "new-laid eggs."

The result of a series of experiments on the preservation of eggs are published in the "Berliner Markthallen Zeitung." Fresh eggs were treated by 20 different methods in June, and after being allowed to remain eight months were examined at the end of February. In only three of the methods employed did all the eggs remain sound. These were (1) covering with soft petrolatum, (2) preserving in lime water, (3) preserving in a solution of sodium silicate. The treatment with petrolatum, however, is a tedious business, submersion in lime water induces a disagreeable flavor, and the use of

sodium silicate renders the shell extremely brittle, so that it is expedient to pierce it with a needle before putting it into boiling water for cooking.

Whichever be the process employed, it is desirable that only non-fertile eggs should be subjected to the process of preservation. Twenty per cent of the eggs went bad that had been (1) covered with lard, (2) preserved in wood ashes, (3) varnished with shellac, (4) put up in a mixture of boric acid and potassium silicate, or (5) treated with potassium permanganate. Of eggs varnished with sodium silicate or with collodion 40 per cent turned bad. Of eggs that had been plunged for 12 to 15 seconds in boiling water, or immersed in a solution of alum, or in a solution of salicylic acid, 50 per cent were found to be bad. Of eggs rubbed with salt, or preserved in bran, or covered with petrolatum, or treated with a mixture of salicylic acid and glycerin, 70 per cent were bad. Of eggs wrapped in paper 80 per cent, and of eggs kept in salt water 100 per cent were found to be bad.

A German inventor has taken out a United States patent for a process of preserving eggs which consists in immersing them in an acid solution of iron protosulphate containing tannin. Details of the process are not given.

Formaldehyde would seem to possess excellent preserving properties if properly applied. We should suggest dipping the eggs first in a solution of gelatin and afterward, while still wet, in a strong solution of formaldehyde. The eggs should then be placed in a rack to dry.

An Interesting Incompatible.—A correspondent of the "Chemist and Druggist" submitted the following, asking whether it could be dispensed clear, as it deposited on mixing:

Sodii salicyl	1½ drs.
Caffein cit	20 grs.
Phenazoni	1 dr.
Syr. aurantii	3 drs.
Aq. ad	8 ozs.

This is a somewhat unlooked-for incompatible, and points in the first instance to the reaction being caused by the acid in the caffeine citrate, decomposing the sodium salicylate. Direct contact of the caffeine citrate and the sodium salt produces, however, a clear mixture, and yet the caffeine citrate is the cause of the decomposition. By mixing the ingredients in the order written, considerable precipitation of crystals takes place when the phenazone is added, although at first it makes a clear mixture for a few seconds only. When the mixture is warmed they disappear, but crystallise out again after an interval of several hours. When the order of mixing is changed, as, for example:

- (1) Sodii salicyl., caffen. cit., phenazon.
- (2) Caffein. cit., phenazon., sodii salicyl.
- (3) Phenazon., sodii salicyl., caffen. cit.

a different result is obtained. No. 1 immediately gives crystals, Nos. 2 and 3 remain clear for many hours, but the crystals formed are not like those of the first, which are phenazone-like, but are nearly one-half inch long. All the crystals are soluble in a small quantity of water, and give the characteristic color with ferric chloride when it is added to a mixture of phenazone and a salicylate. The question whether it can be dispensed as a clear mixture must be carefully considered, because, as seen above, it can be, but crystallization will take place later. In order to obtain a permanently clear compound,

neutralize the caffeine citrate with ammonium or sodium hydrate. A mixture thus made has remained clear for three days, and shows no signs of crystallizing. Solution of ammonium acetate in small quantities answers also, and doubtless the substitution of caffeine for the citrate would get over the difficulty.

"Illuminating Paint."—J. B. B. writes: "Please give me your different formulas for illuminating paint or varnish, for use on metal or wood."

The basis of all luminous paints or varnishes is luminous calcium sulphide, which may be prepared in any one of half a dozen ways. The following, for instance: Boil for one hour 2½ oz. caustic lime, recently prepared by calcining clear white oyster shells at a strong red heat, with 1 oz. flowers of sulphur and 32 fluid ounces of water. Set aside in a covered vessel for a few days; then pour off the liquid, collect the clear orange-colored crystals which have deposited, and let them drain and dry on bibulous paper. Place the dried sulphide in a clear graphite crucible, provided with a cover. Heat for half an hour at a temperature just short of redness, then quickly, for about fifteen minutes, at a white heat. Remove cover and pack in clay until perfectly cold. A small quantity of calcium fluoride is added to the sulphide before heating it.

The following formulas are in use for the manufacture of luminous paints:

WHITE LUMINOUS PAINT.

Prepared barium sulphate	6 ozs.
Prepared calcium carbonate	6 ozs.
Zinc sulphide	12 ozs.
Calcium sulphide	36 ozs.
Prepared varnish	40 ozs.

Mix in a proper vessel to an emulsion, and then grind the mixture very fine in a paint mill.

PREPARED VARNISH.

Zanzibar or Kauri copal is melted by heat; 15 parts of the melted gum are dissolved in 60 parts of turpentine, and the solution filtered and mixed with 25 parts of boiled linseed oil.

YELLOW PAINT.

Barium sulphate	5 ozs.
Barium chromate	4 ozs.
Luminous calcium sulphide	17 ozs.
Prepared varnish	24 ozs.

Mix and grind in a paint mill.

VIOLET PAINT.

Barium sulphate.
Ultramarine violet.
Cobalt arsenic.
Luminous calcium sulphide.
Prepared varnish.

M.

BLUE.

Barium sulphate	5 ozs.
Ultramarine blue	3 ozs.
Cobalt blue	2 ozs.
Luminous calcium sulphide	23 ozs.
Prepared varnish	21 ozs.

M.

GREEN.

Barium sulphate	5 ozs.
Chromium oxide	4 ozs.
Luminous calcium sulphide	17 ozs.
Prepared varnish	24 ozs.

M.

RED.

Barium sulphate	5 ozs.
Madder lake	1 oz.
Realgar	3 ozs.
Luminous calcium sulphide	15 ozs.
Prepared varnish	30 ozs.

M.

LUMINOUS PAINT FOR CLOCK DIALS.

Heat strontium hyposulphite for fifteen minutes over the full flame of a Bunsen burner, and then for five minutes over a blast lamp. Mix with pure melted paraffin, and apply while hot as a paint.

Advertising Ideas.

Under this heading we shall conduct a practical discussion of store methods and advertising for retail druggists. The Department Editor will be pleased to criticize advertisements, suggest improvements and answer all questions coming within the scope of this department, provided they are accompanied by the name and address of the writer.

ULYSSES G. MANNING,

DEPARTMENT EDITOR.

DOINGS OF DRUGGISTS.

Excursion to Customers.

SEVERAL months ago Chas. W. Malory & Co., Bryan, Ohio, advertised they would give fifty of their patrons a free excursion to Toledo in August. In the interval numbered tickets were issued to customers, some 35,000 of these being distributed. The holders of fifty of them were finally designated as entitled to a ride, and the excursion took place August 14. Those who did not receive free transportation were allowed to go along at a dollar a head. The result was that the train arrived in Toledo in two sections, carrying 1,350 people from Bryan and other towns along the route. The enterprise appears to have been cleverly managed and resulted in a great deal of publicity for the promoters.

The general welfare of the merchants of a community is not bettered by sending this much money out of town, but the firm conducting the enterprise is not apt to lose anything by it. Excursions are bound to be run anyway and there are occasions when it is well to have a hand in them.

Heimstreet's Recipe Book

Mr. E. B. Heimstreet, Janesville, Wis., has issued the eleventh edition of his recipe book. He has been publishing these for thirty years, two or three years apart, collecting between the issues a new supply of recipes. The recipes are secured from the housewives of that region and are printed in the book over the contributor's name. The book of this year is about 6x9 inches in size, contains over one hundred pages and is bound in boards. One-third of the pages are devoted to the ads of foreign and local advertisers, and it is possible that the revenue from this source largely covers the cost of publication. The edition of ten thousand weighed over one and one-half tons and cost \$500, five cents each. The book is free to Mr. Heimstreet's customers; others can get it for ten cents. The practical information given in the book would be made more available by the addition of a comprehensive index.

Unique Window Display.

Ehrlicher Bros., Pekin, Ill., send a

newspaper containing a description of the window display used by them during a recent firemen's tournament. Messrs. Ehrlicher state that the display created more interest and did them more good than any other they have ever had. The description is as follows:

Perhaps the most attractive display during the eleventh annual Illinois Firemen's tournament was that at Ehrlicher Bros.' drug store. A "brownie" fireman, two feet in height, attired in a regulation fireman's uniform, helmet and all, with movable eyes, was stationed in the immense plate glass front of this popular establishment. He held with his hands a thirty-foot line of one-eighth hose with nozzle attached and threw a stream of water upon the plate glass to the height of nine feet. The rear of the display consisted of Turkish towels and sanitary supplies. The floor was covered with hot water bottles, ice bags, rubber gloves, sponges, bath brushes, etc. Many times during the day policemen were compelled to open up a passage way, so densely did the people congregate in front of this drug store. The thousands of visitors here voted Ehrlicher Bros.' drug store the most unique ever seen at a firemen's tournament.

A Hawkeye Ruse.

The "St. Paul Trade Journal" gives the following account of a little window scheme of an Iowa druggist:

An Iowa drug store, dealing in paint, displayed in its window recently a simple pyramid of pails and cans which attracted much attention and talk. The base was a box covered with white paper. Upon this, beneath one of the pails, a quantity of paint was spilled, which, running down the front of the box and onto the floor of the window, gave all who saw it the impression that the pail had sprung a leak. Within five minutes after the curtain was raised the scheme began to work. People at first notified the druggist, but as time wore on and the pool of paint grew no larger, they began to grasp the idea. No display of paints in that store ever attracted half the attention that this attracted, and the device was simplicity itself.

A Golden Anniversary.

On August 10, Mr. Roland W. Diller, Springfield, Ill., completed fifty years of business at the same stand. Fifty consecutive years of trade in the same location is a notable record and a substantial testimonial to the character and ability of the man who achieves it. One whose dealings have been such as to hold the patronage and esteem of a community for fifty years could stay there a thousand if Providence permitted, and I hope this genial patriarch may live to celebrate his diamond jubilee.

In commemoration of his anniversary Mr. Diller distributed a splendid half-tone portrait of himself, cabinet size, on the back of which was printed a brief history of the store and biography of the proprietor.

Prize Advertisement.

The "American Druggist" offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize this time is awarded to C. G. Huntley, Oregon City, Oregon.

Potency of Business News.

Editor Advertising Ideas:

I enclose herewith a batch of ads which I wish to enter in your prize competition. The paint ads are part of a series I have been running this summer, and, judging by the remarks let drop by customers who have been buying paint, and by the increase in my paint business this season, I really feel that the ads have brought direct returns.

I mention this particularly because as a rule I have been able to trace but little direct results from my newspaper advertising.

Oregon City, Ore.

C. G. HUNTLEY.

Mr. Huntley was awarded the prize on account of the general excellence of his series of paint talks. Three of these are reproduced in condensed form. These ads are good examples of the sort that grow out of the heart of any rightly conducted business. These are items of business news, and as news will be just as readable to many as the contents of the news columns of the paper.

The ads would be of greater interest to the man who intended to paint his house than dispatches relating to the uprising of the Yaqui Indians. It is to the people who intend to paint that these ads are addressed, and they could hardly fail to prove effective. In the store of every reader of this department there is enough genuine business news cropping out every day to make one or more effective ads. The fact that so little of it is utilized is one of the mysteries of advertising.



Paint Talks.

(No. 4.)

People have been humbugged so much with worthless guarantees that it is hard to make them believe that I am really anxious to know when anything they buy of me is not entirely satisfactory. Only last week I found out by chance that six years ago a good customer of mine used Masury's Paint, and it went back on him some way or other—peeled off and was unsatisfactory.

I immediately wrote the Masury Co. regarding this, and even at this late date they propose to make this job right—they would gladly have done so five years ago had they been given an opportunity.

Masury's manager writes me that they guarantee their Paint to wear longer and go farther, gallon for gallon, than any other paint made. One can easily believe this when they stand back of it as they have in the case cited above. I am trying to conduct my whole store on these lines—everything must be exactly as represented, and when it is not, you ought to let me know—your co-operation is necessary.

C. G. HUNTLEY,

Druggist,

OREGON CITY, OREGON.

Mr. Smith's Acknowledgment.

Editor Advertising Ideas:

Find booklet enclosed. The advertisements in it are clean steals from the columns of your department, as you will see.

I write merely to say that while the steal does me no credit, the added business it has brought me, that I know of, would pay for a lot of yearly subscriptions to The American Druggist.

Ipswich, Mass.

ESM. K. SMITH.

It would be hard to identify Mr. Smith's dainty little booklet with anything that has appeared here, as the matter has been so cleverly pieced and adapted. But even if it were easily identified no reproach would attach to Mr. Smith. The ideas are published here for the use of our readers. The booklet is entitled "Summer Neighbors," and is evidently intended for distribution among the many summer visitors to historical Ipswich. It is neatly bound in green, and in addition to the little business talks contains several splendid half-tones of local scenes. Excellent judgment has been shown in the whole construction of the booklet.

**Paint Talks.**

(No. 8.)

It would almost seem as though a man to make a successful paint salesman should be entirely without a conscience.

To illustrate, a short time ago a customer wanted to buy a quantity of ready mixed white paint for inside work. I took a lot of pains to explain to him that there was only one kind of white paint to use for inside work, and that was a flat white; or, in other words, a white mixed with turpentine instead of linseed oil; that any inside white paint mixed with linseed oil would turn yellow.

While I had a cheap inside white paint, I would not recommend it to this customer because I knew his work was such that he would not be satisfied with a dingy yellow white later on.

The paint I wanted him to use was Masury's flat white; or, as I told him, he could make his own by mixing white lead with turpentine. Nothing short of this would make a pure permanent white for inside work. After all, I might as well have sold the cheap paint, as he finally bought the same grade—the kind I wouldn't sell—and paid five cents a gallon more than I ask for it. However, when his paint is yellow and old before its time, he may remember what I told him about flat white and ordinary white.

C. G. HUNTLEY,

Druggist,

OREGON CITY, OREGON.

**Paint Talks.**

(No. 7.)

Just the other day I had the pleasure of convincing a customer of mine that in his effort to save $\frac{1}{4}$ a cent a pound on white lead he could easily lose 25 per cent of covering quality by not using the best; hence a saving of 25 cents on fifty pounds of lead would mean a loss of nearly two dollars in the long run. For the cost of the labor added to the other material is nearly double the cost of the lead, and if your lead is inferior there is lost labor and lost oil. It is also pretty generally acknowledged by every one who has taken the trouble to look into the matter that Carter's lead will cover just 25 per cent more surface than any other lead on the market to-day. Now when a dealer offers you any other kind but Carter's and will only sell you Carter's when you insist upon it, you can rest assured he is making more money on the other kind, even if it sold a $\frac{1}{2}$ cent per pound cheaper. There are many hooks and crooks in the paint business, and as a matter of protection you should buy this commodity above all others of a dealer you are sure of. I believe I have treated every paint customer so fairly in the past that when he wants paint material in the future he will come to me again.

My customers have come to know that my guarantee means what it says and that I always make it good.

C. G. HUNTLEY,

Druggist,

OREGON CITY, OREGON.

W. O. Frailey, Lancaster, Pa., sends a neat four-page folder covering a variety of seasonable items. The circular is well written and neatly displayed. Each of the articles is adequately described and prices are given. It is the sort of circular that can be distributed with some certainty of results.



Mr. Willis G. Gregory, Buffalo, submits a couple of little ads. Both are neatly printed and one, a diminutive ten-page folder bearing a single sentence on each page, is unique enough to secure attention from most people. It was intended apparently to attract momentary attention to a few seasonable articles and should have answered its purpose.

Vulnerable Parts of the Human Anatomy.

The murderers have discovered some astonishingly vulnerable parts of the human anatomy of late. From a paper this morning we learn that a Georgia colonel was "shot in the ticket office"; the other day a man was fatally shot "through his door," and not long ago another received a fatal wound "in his window."—New York Commercial Advertiser.

He kissed her passionately upon her re-appearance.—Jefferson Souvenir.

She whipped him upon his return.—Hawkeye.

He kissed her back.—Constitution.

She seated herself upon his entering.—Albia Democrat.

We thought she sat down upon her being asked.—Saturday Gossip.

She fainted upon his departure.—Lynn Union.

We feel compelled to refer again to the poor woman who was shot in the oil regions some time ago.—The Medical World.

And why not drop a tear for the man who was fatally stabbed in the rotunda, and for him who was kicked on the highway? For all the above we are indebted to the "Medical Age," but it fails to mention the fact of the woman being accidentally shot in the water works, or the man injured upon the long bridge.—Cal. Med. Jour.

"You say she was shot in the fracas?"

"No, Jedge, not zackly in de fracas, jes' bove de fracas, 'twixt de fracas en de navel."

Teacher—What is oxygen?

Bright Boy—It's what the oxen breathe.

Teacher—Yes, and all the other animals, my son. Now what is nitrogen?

Boy (proudly)—What they breathe in the night time.

THE EXPORT EXPOSITION.**Widespread Interest Manifested.****EXHIBITORS AMONG THE DRUG TRADE.**

Following is a partial list of the exhibitors from among the drug trade at the National Export Exposition, which will be held in Philadelphia from September 14 to November 30:

Giant Chemical Co., Acorn Salve and Giant Liquid Glue; Hance Bros. & White, Pharmaceutical and Chemical Preparations; American Alkali, Marsden Co.; Baugh & Son Company; Smith, Kline & French Company, Chemical and Pharmaceutical Specialties and Infant Food; Pennsylvania Salt Mfg. Co., Alum, Acids, Concentrated Lye, Pure Alumina, Sulphate of Soda, Sulphate of Copper, Bi-Carbonate, Caustic, Sal Soda, Kryolite (from Greenland) and its products, Glauber Salt, etc.; H. K. Mulford & Company, Pharmaceutical Preparations, Principally Tablets, Antitoxin, Vaccine; Barrett Mfg. Co., Chemicals and Coal-Tar Preparations; William R. Warner & Company, Pharmaceutical Preparations, Fluid Extracts, Effervescing Salts, etc.; The Clawson Company, Toilet Waters, Flavoring Extracts, etc.; The Mellor & Ritzenhouse Company, Liquorice Root and Manufactured Products from same; Richard Binder, Soaps, Perfumes, etc.; Henry K. Wampole & Co., Pharmaceutical Preparations; The Sharpless Dye-Wood Extract Co., Raw Dye Woods and Dye-Wood Extracts; Robert M. Green & Sons, Onyx Marble Soda Fountains, Philadelphia, Pa.

California Cream of Lemon Co., California Cream of Lemon, San Diego, Cal.

Van Vleck-Minter Company, Extracts for Medicinal Profession, Kansas City, Mo.

John Matthews Apparatus Co., Soda-Water Fountains, New York City, N. Y.

Commercial Travelers in Turkey.

Those firms, says "Burgel's Industrie und Handelsblatt," who are about to send out travelers to the Orient will be interested in the following: A commercial traveler, as such, has no legal existence in Turkey, with the pleasant consequence of his not being subject to the privilege tax. On crossing the Turkish frontier they must be in possession of a legalized passport which has been certified by the Ottoman Consul of the State from which they come. They may carry with them all sorts of samples, excepting those the importation of which is altogether prohibited, which include all medicines not prepared in accordance with the French Codex. A tax of 8 per cent ad valorem is levied on the samples of the traveler, 7 per cent of which is returnable if he leaves the country again within six months.

The Ohio Valley Drug Co. has been organized at Wheeling, W. Va., to do a wholesale drug business. It will have no retail department, and it expects to do business in West Virginia, Western Pennsylvania and Eastern Ohio, and will begin operations about September 1. Its buyer is expected in New York this week. Its laboratory is said to be the only one in the State.

ORGANIZATION GOES ON.

New Adherents of the N. A. R. D.

LIST OF STATE ASSOCIATIONS PLEDGED TO ITS SUPPORT.

Proprietary Firm Offers Pecuniary Aid—Coming Convention Will Be Largely Attended—October 3d to 6th, Inclusive, the Date—Hearty Support Accorded by Colorado—Late Additions to Membership—Michigan Names Delegates—A Reply to a Critic by the National Secretary—Work of the Association in Tennessee.

SUGGESTIONS WANTED.

The programme of the approaching Cincinnati convention is engaging the attention of the national secretary. As is well known, the purpose of the N. A. R. D. is to enable retail druggists so to conduct their business in an honorable way as to make the most money out of it. With this end in view practical suggestions, based on facts gained from everyday drug-store experience, will be gratefully received in order that the discussions at the convention may be helpful in the highest degree.

Transportation Arrangements.

ROUTES.

The numerous inquiries for particulars as to hotel accommodations, railroad rates, etc., already being received at the national secretary's office indicate that the coming convention of the N. A. R. D. will be very largely attended. The letters are from all parts of the country, and it is likely very few States will fail of representation by delegates numbering from one or two to a score. Letters of inquiry should be addressed to the chairman of the Transportation Committee, Frank H. Freericks, Grand and Nassau streets, Cincinnati. Thomas J. Keenan, 66 West Broadway, New York, has in charge the arrangements for the transportation of delegates from the East, and will shortly issue a circular of information.

COLORADO DECLARES FOR THE N. A. R. D.

The following resolutions were adopted by the Colorado Pharmacal Association at its recent meeting by unanimous vote:

Whereas, There was organized in the fall of 1896 in the city of St. Louis, by the representatives of the drug trade of a number of States, a national association, the purpose of which is to improve the commercial conditions of the drug trade of the United States; and

Whereas, The aforementioned association purposes devoting itself exclusively to such matters as affect directly the business interests of retail druggists; and

Whereas, The character of the men who inaugurated the movement, the movement itself, and the success that has attended the efforts of the executive committee of the association to effect the reforms planned at St. Louis entitle the work and the men prosecuting it to our most favorable consideration; therefore, by the Colorado Pharmaceutical Association, be it

Resolved, That the National Association of Retail Druggists has the unqualified endorsement of this organization.

Resolved, That the thanks of this association are hereby extended to the officers and the executive committee of the national association for their unselfish efforts to improve the bad

conditions under which the drug trade is now doing business.

Resolved, That the secretary of this organization is directed to apply, on behalf of the C. P. A., for membership in the National Association of Retail Druggists, and that our treasurer is directed to send 25 cents for each paid-up member of this association to the treasurer of the N. A. R. D. in accordance with the plans of that organization.

Resolved, That the president of the C. P. A. is directed to appoint delegates, one for each 100 active members of the association and one for any fraction of a hundred that remains, to represent this organization at the convention of the N. A. R. D., to be held in Cincinnati in October next.

STATE ASSOCIATIONS IN THE MOVEMENT.

The following State pharmaceutical associations have endorsed the N. A. R. D., and are now actively co-operating with the National Executive Committee:

Alabama, Colorado, Connecticut, Delaware, Georgia, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maine, Maryland, Michigan, Minnesota, Missouri, Montana, Nebraska, New York, North Carolina, North Dakota, Ohio, Oklahoma, Pennsylvania, Rhode Island, South Carolina, South Dakota, Tennessee, Texas, Virginia, Washington and Wisconsin. The only other State associations to meet during the year are those of New Hampshire, Vermont and Oregon, in each of which the national organization has a strong following.

A CRITICISM AND THE REPLY.

The following extract is from a letter written by the national secretary in reply to the criticism of an Eastern correspondent that "If the retailers ever accomplish what they desire they will do it in some other way than that decided upon last year":

"You state that you are in favor of a national association; that you are in favor of anything that promises to bring relief. One hundred and ten druggists as honest as you assembled in St. Louis in October last, many of them at considerable personal expense, in order to do that which they considered best to secure relief for themselves and their oppressed brethren of the trade. You say you are not in favor of the plans adopted at St. Louis, but hope that something better may be brought forward at Cincinnati; that you do not believe that delegates from State associations should be admitted; that the delegates should represent local associations entirely; that the retailer who signs a contract with the manufacturer should purchase on equally good terms with anyone, etc. These questions were debated for four days, evenings included, in St. Louis by druggists representing the retail trade of eighteen States. Some of the brightest men of the retail trade of the United States fought and wrangled over these questions in committee rooms and on the floor of the convention until they were worn out. A decision was reached, representing the judgment of the majority. Everybody went home determined to abide by this decision. Every man was convinced that every other man in that convention was as sincerely honest and as sincerely anxious to do the best thing for the retail trade as he was himself. The result has been the accomplishment of a vast amount of hard work and some

results that are little less than marvelous. That a few men in the State association of ——— should make up their minds hurriedly that the work done at St. Louis is unworthy of endorsement because they did not happen to understand fully why the plans decided upon at St. Louis were adopted, and to hold aloof from participation in the national association until such time as their own peculiar ideas of policy shall have been adopted by the national association, is to be guilty of egotism, not to say unreasonableness, almost incredible.

"It is hoped you will not think these plain words were written in a spirit of captiousness. The writer is perfectly willing to accord to you personally, and to those members of the ——— Association who believe as you do, entire honesty and a sincere desire to benefit the retail trade of the country. He is not willing to admit that you are doing the best thing by refusing to give the N. A. R. D. your support for the reason that you do not believe all its acts have been inspired by the highest wisdom."

ENTHUSIASM IN KANSAS.

One of the latest additions to the membership of the N. A. R. D. is the Atchison (Kan.) Retail Druggists' Association, of which C. O. Meyers is president, M. Noll, secretary, and D. G. Bereman, treasurer. The organization contains, with two or three exceptions, all the druggists of Atchison County. It is somewhat unusual that all the members of the organization belong to the State Pharmaceutical Association. There is no price cutting and the financial condition of the trade is good. In his letter accompanying the application for membership, Secretary Noll says: "This organization has been running successfully now for more than eight years; we were members of the Interstate Druggists' League. We have Sunday closing in operation, and none of us would return to open days. We have our price lists, rules, etc., and live up to them. We wish others were as fortunate."

The following is the resolution passed by the Michigan State Pharmaceutical Association at its recent meeting in support of the N. A. R. D.:

"Whereas, The National Association of Retail Druggists is an association organized and conducted solely for the purpose of securing for the retail drug trade better commercial conditions; therefore be it

"Resolved, That the Michigan State Pharmaceutical Association is heartily in sympathy and accord with the N. A. R. D. and thoroughly appreciative of the good work started, and highly commends the progress so far made by its officers; and, be it further

"Resolved, That we strongly recommend to the members of this association and the retail drug trade of the State in general to organize locally in support of the N. A. R. D. in order that it may have the vigorous moral support and the necessary financial strength to consummate its work."

The dues of the membership have been paid and the following were elected to represent the association at the coming convention of the National Association: A. H. Webber, Cadillac; A. S. Parker, Detroit, and D. E. Prall, Saginaw.

WILLING TO DONATE.

One of the most prominent proprietary manufacturing firms of the country has written to the national secretary as follows: "If agreeable to you we are perfectly willing to make an annual donation to the N. A. R. D. to promote the good work in which it is engaged, as we have noted with much pleasure that it is the intention of the organization to discourage substitution as well as the cutting of prices. We believe that this is the right basis on which to work, and think that the combined efforts of retailers, wholesalers and manufacturers along the lines indicated in your recent circular will be a complete success."

PROPRIETARY AFFAIRS.

News and Notes of the Great Proprietary Medicine Interests.



FRED W. SULTAN,

President of the Sultan Drug Co., and Secretary and Treasurer of the Peacock Chemical Co. of St. Louis.

Fred W. Sultan, president of the Sultan Drug Co., and secretary and treasurer of the Peacock Chemical Co., was born, reared and educated in Baltimore, Md. In 1879 he apprenticed with Sharp & Dohme, with whom he was connected until he embarked into business for himself. He is a graduate of the Maryland College of Pharmacy, from which he was graduated in 1884, taking the Simon Analytical Gold Medal. He also took a special course in chemical analysis under Professors Simon and Dickerey.

From 1889 to 1891 he owned a drug store on the corner of Washington and Vandeventer avenues, which is in the heart of the most fashionable district of St. Louis. In 1891 he organized the Sultan Drug Co., whose success is widely known. The Sultan Drug Co. and the Peacock Chemical Co. were the first concerns in St. Louis to appreciate the justice of the demands of the wholesale drug trade for a better discount. Their prompt acquiescence in this demand no doubt had much to do with the action of other proprietary medicine manufacturers in granting the extra discount. Mr. Sultan is also connected, financially, with several other concerns, all of which are successful.

strictly outside sources, has been really remarkable. It is surprising to find Just's Food so far up the list, and this is one of the items that give cause for doubting the strict accuracy of the whole. Still, individual opinion is worth very little in such matters. It may be that Just has done more hustling than his neighbors gave him credit for. Ridge in seventh place is well enough forward in the bunch to keep some of those ahead guessing. As to the relative positions of Nestle and Imperial Granum, we confess that this showing surprises us, for we would have imagined the reverse to have been the case. There has never been any doubt as to Horlick's Malted Milk being the greatest seller of all, nor of Mellin occupying second place. We should have expected to find Mellin a closer second, however.

Lyon's Tooth Powder.....	\$17.85
Sozodont.....	8.82
Calder's Dentine.....	6.00
Arnica Tooth Soap.....	4.35
Sheffield's Dentifrice.....	2.78
Rubifoam.....	2.57
Hood's Tooth Powder.....	1.00

The same plan of scale-building has been followed in this as in the former (and subsequent) tables. It must not be imagined that the tables are related in any way, however. The unit is the same in each, but is purely arbitrary, and adopted merely to determine the ratio of all the items of a table to each other. It is curious to find Lyon's Tooth Powder put at more than twice the sale of Sozodont, and the showing is not altogether convincing. Calder occupying so strong a third place is decidedly interesting. The advertising that he has done in the last few years has evidently given him an immense impetus. We should have expected to find Rubifoam a good deal further along in the race than it seems. We would, indeed, have unhesitatingly accorded it third or fourth place. According to this exhibit, however, it would have to double its sales to get into fourth place. Either Rubifoam is a smaller seller than we had supposed, or these figures are quite misleading.

Fellows' Comp. Syr. Hypo-phosphites.....	\$16.48
Freligh's Tonic.....	5.88
McArthur's Hypophosphites..	4.00
Gardiner's Hypophosphites...	1.00

These four articles are marketed along what is known as ethical lines—that is to say, they are advertised to the doctors and not to the public. But, so far as our knowledge goes, Fellows is the only one of the lot who has made anything like an appeal to the retail pharmacist, or, in fact, taken him into account at all, apparently. This might, in a measure, account for the enormous preponderance which he seems to have won. A lead of 300 per cent upon the man in second place is almost startling.

Cuticura Soap.....	\$17.16
Packer's Tar Soap.....	9.96
Buchan's Carbolic Soap.....	4.80
Woodbury's Soap.....	4.76
Glenn's Sulphur Soap.....	1.00
Hyomel Soap.....	

NEWS AND COMMENT.

We have been engaged for some time past in an effort to compile a series of tables showing the relative sale of competing proprietary articles over the entire United States. The work has been attended by such unlooked-for difficulties, however, and has been of so conflicting a character in many cases, that very little real progress has been made, and the results are of doubtful accuracy. Still, as they are undoubtedly somewhat indicative of the facts, we submit the tables as far as we have completed them, and for what they are worth.

Horlick's Malted Milk.....	\$22.63
Mellin's Food.....	17.40
Nestle's Food.....	8.90
Imperial Granum.....	7.45
Eskay's Albumenized Food...	5.36
Lactated Food.....	5.22
Ridge's Food.....	4.86
Just's Food.....	3.64
Peptogenic Milk Powder.....	2.45

Milkine.....	1.82
Carnrick's Soluble Food.....	1.36
The "Allenburys" Foods.....	1.00

The unit from which this table is made is the sale of that article which appears as the smallest seller, that being placed arbitrarily at \$1. The article next in importance is figured from that unit by the rule of proportion, and so on through the table.

Taking the above table for what it is worth, as a more or less accurate exhibition of the relative sale of baby foods, it is interesting to observe that Eskay's Albumenized Food, albeit a comparatively new-comer, has apparently reached fifth place, which is an eloquent testimonial for the skill with which it has been projected. The "Allenburys" Foods are, naturally, found at the foot of the list, for they have been but a short time in the field. Those who have watched these foods, however, predict that their sales will increase as rapidly in the future as they have in the past, which growth, we are credibly informed, from

The sale of Hyomei Soap is apparently so insignificant that it is hardly fair to put it as the unit from which to figure the others. Moreover, it is a quite new venture and has not yet had time to show its selling qualities. Amongst the trade the impression seems to prevail that the soap is badly named, for it only serves to recall an article whose sale was quite phenomenal in the days when Booth operated it, and seems in these latter days to have lost its hold upon the public. With reference to the sale of Cuticura Soap, it is to be remembered that this table is compiled from drug sources pure and simple. Whatever its sale may have been in the days before Pittsburg turned sour on it, it is scarcely conceivable that it was any further ahead of the rest of the table than it seems to be to-day. Still, the returns may be utterly misleading. Such work is bound to be a little like that of making a composite photograph: it is the strong features of some one individual that make the deepest impression on the plate. It is hard not to believe that the sale of Cuticura Soap has been affected by the fierce attacks upon it. Buchan's Carbolic Soap seems to be not more than half that of Packer's, and Woodbury appears to crowd a close fourth upon Buchan's heels. Altogether, this table is a surprise.

There appears to be another Lexington, Ky., concern, in addition to that mentioned in these columns in two recent numbers, that should be worth guarding against. A New York manufacturer says they bought a bill of goods of him and then attempted to force him to give them credit for a quantity of stuff of his manufacture that had been out of his possession for a dozen years. He promptly declined this proposed deal, and turned his account over to a lawyer for collection. This lawyer handed it over to a lawyer in Lexington, who now writes as follows: "I have never heard of their paying any claims sent here without a lawsuit, and I can prophesy that their defence will be that they returned to claimants some old goods for which they received no credit." Although the methods employed are similar, this seems to be a quite distinct concern from that already commented upon. We shall be glad to furnish the names of both to anyone interested.

News from St. Louis seems to indicate that the Whaley bill, which became a law on the 21st of August last, is working the drug trade of that section some trouble. Under its provisions some of the cut-off cutters have approached local jobbers and demanded the delivery of goods for cash. With, seemingly, one exception they obtained what they wanted. This exception was the J. S. Merrell Drug Co., and the member of the firm who had the courage to take this stand was Mr. Walbridge. The drug trade should be peculiarly grateful to this man for the intelligent loyalty he has shown in this; and by the same token, they should not forget the action of the others in yielding to the first slight pressure brought to bear. We have pointed out before in these columns that in this fight in which St. Louis and Kansas City are engaged, a great deal must depend upon the jobbers—that any weakness or shiftiness on their part must work infinite harm. And see now how ready some of them were to

capitulate to the enemy! They have surrendered with the first blast of the trumpet. It looks as though they had only been half-hearted in the matter. No law could possibly compel them to sell to a man they did not wish to sell to. The druggists are going to fight this Whaley law, and they will surely destroy it.

Judge Lacombe, of the United States Circuit Court of the Southern District of New York, has granted the motion made by George Lueders & Co., of New York, in the suit against them by the Musc Baur people, to expunge from the bill of complaint the allegation that the goods in question have been imported "under false and misleading designations and fraudulently undervalued." Plaintiffs caused the New York Custom House to seize a small lot of goods imported by defendants, and then brought action for infringement of patent. The case will be heard some time this fall.

To the Editor:

Sir—I am informed that an article appeared in your late issue in regard to the Sawyer Medicine Co., and that its tone was prejudicial and without proper advice in the case. I wish to ask if this article is an editorial or whether it was an article paid for by Kaminsky. If it was a paid article, I wish the opportunity of answering it. If an editorial, I respectfully request that you further investigate the circumstances and the cause of Kaminsky being discharged from the services of the Sawyer Medicine Co. If you will have a representative call on me at 11 South Water street I will give you full particulars. The enclosed affidavit and letter will partly explain why Kaminsky was discharged. I will show your representative other affidavits and letters. Very respectfully,
Chicago, Aug. 29. DR. A. P. SAWYER.

This man Sawyer is quite mistaken as to the character of the item which appeared in The American Druggist and to which he refers. It had nothing whatever to do with anyone of the name of "Kaminsky," and was not inspired by, or paid for, by anyone. We do not care to see "other affidavits and letters," and hence shall not call. It is of no material interest to us whether Sawyer fired Kaminsky or Kaminsky fired Sawyer. It is sufficient that the "Dr. A. P. Sawyer Medicine Co." did business in a manner which was displeasing to the retail drug trade. Unless they amend their ways, we shall not care to hear anything further of them.

Our correspondent in Pittsburg writes us under date of August 31 as follows:

I spent this afternoon in interviewing the leading retail druggists in Pittsburg and find that the controversy between the Cuticura and Ripans people is still in about the same condition as when I wrote last; there is no weakening on the part of the druggists, and they are all determined to fight until their demands are met. They feel that they have asked nothing unreasonable from either of these firms, and that their request was not met in the right spirit by either firm. In the early stage of the fight a compromise could, perhaps, have been effected, but now it is out of the question. Cuticura goods cannot be obtained from any of the jobbers here; not that there was any concerted action, but each firm for itself quit handling the goods out of sympathy for and to strengthen the hands of the retailer. There are still about 20 retailers outside of the local association, but they all adhere to the prices and policy estab-

lished by the members of the association, except one, and he finds it very difficult to obtain supplies. The Cuticura people advertise him in connection with the department stores.

Among the associations that have taken up the Cuticura fight inaugurated March 10, 1899, by the Western Pittsburg Retail Druggists' Association, are the following: Kentucky Pharmaceutical Association. (This includes every jobber and retail drug house from Cincinnati to Memphis); Chicago Retail Druggists' Association; Floyd County (Ind.) Pharmaceutical Association; Lima (O.) Pharmaceutical Association; St. Louis Apothecaries' Association; Milwaukee Pharmaceutical Association; New York State Pharmaceutical Association; Jersey City Drug Association; South Dakota State Pharmaceutical Association; Louisville (Ky.) Retail Druggists' Association; Freeport (Ill.) Retail Druggists' Association; Hamilton (O.) Druggists' Association; San Joaquin County (Cal.) Pharmaceutical Association; Indiana Pharmaceutical Association; Philadelphia Association of Retail Druggists.

Besides the above the Pittsburg druggists have received many letters of sympathy from various associations and individual druggists, by which we are led to believe their intentions are to follow the example set for them by the members of the W. P. R. D.

From our Louisville correspondent we are in receipt of the following, under date of August 31:

As an officer of the Executive Committee of our local association, I mailed two circulars to the Potter Drug & Chemical Corporation, requesting them to accede to the wishes of the N. A. R. D. in the distribution of their products. These were followed by two letters which I wrote to them, but in neither instance was I favored with a reply. Out of all the proprietors to whom similar circulars were mailed, we received replies from every one of any prominence, except the Cuticura proprietors and the Lambert Pharmacal Co., proprietors of Listerine. Unusual efforts were made to get some kind of an agreement from these people. The feelings of the members of our association towards these firms are not of the most friendly kind, as their products are sold at less than cost by many of the stores simply because they supply anyone direct. More than three months ago a resolution was passed by the local association agreeing to discontinue all sales of the "Cuticura" products, but at the suggestion of the National Executive Committee this action was deferred because Mr. Halliday had reason to believe that the Cuticura people would certainly give the very reasonable requests of the National Association some degree of consideration, but not one single concession could be secured from them, and, instead, this corporation advertised their goods for sale in grocery stores, department stores, or any kind of an establishment that they could induce to purchase them. Every retail druggist in the United States should have dropped their goods at that time. The Kentucky Pharmaceutical Association passed resolutions requesting every druggist in this State to cease handling their products, and also requested every jobber selling goods in this territory to do likewise. This action was promptly approved by our local association, and,

with the exception of one "cutter" and one "dry goods" house, these goods have disappeared from stock. From the best information obtainable the druggists throughout the State are sustaining the association, and why should they do otherwise?

Of all the firms engaged in the manufacture of proprietary articles the Potter Drug & Chemical Corporation have been the most grasping. In no single instance that I can call to mind have they ever made any endeavor to secure to the retailers any compensation for handling their products, but instead have continually advanced their wholesale price, and, by placing the goods in department stores, who have never handled them except for advertising purposes, the price has always been cost or less to the great majority of retailers. Do the retail druggists propose to keep their stores open for the purpose of distributing or supplying the demand for an article when the manufacturer pockets all the profit and simply wonders how many fools there are in the drug business? Why should the retailer seek to accommodate such a greedy concern by handling their goods at all? If there was nothing better in the market, or if it was an actual necessity that people should have "Cuticura" goods, there might be some excuse, but this is not the case in either instance. The inhabitants of Pittsburg are getting along without them; no one in Louisville is suffering for the want of them, and the great majority of thinking people uphold the retailer in refusing to sell them without a profit. If every other proprietor was animated by the same feeling as this concern, the retail druggist would have to steal or starve. For my part, I believe in carrying the fight to every portion of this country, and believe that every druggist should make this contest a personal matter. Don't keep the goods in stock and all the newspaper advertising that they could purchase will not make a single customer, if the retail druggist will not supply the demand. Let the dry goods stores, the barber shops and the junk dealers sell them until this corporation makes up its mind that the real distributor of their products is worthy of some compensation, or at least until they manifest some disposition to admit that the retail druggist should be given some consideration.

Our correspondent in St. Paul, Minn., advises us in his letter dated September 6 that the retail druggists of St. Paul sympathize very much with their brethren in Pittsburg in their action on the sale of the Cuticura remedies. A resolution to throw out all their preparations was passed by the local association about 30 days ago. It was to become effective when the signatures of the druggists to such an agreement had been secured. There did not seem to be any opposition to the move. It has not yet been put into effect, but many of the retailers have individually discontinued the sale of the goods. Those that have not are not renewing their stocks. W. E. Lowe, secretary of the local association, said he favored taking the same stand as they did at Pittsburg. The local association proposed to co-operate with those at Minneapolis, Duluth, Winona and Mankato,

Minn., in the matter. The next meeting of the St. Paul association will not come off until after the meeting of the National Association of Retail Druggists, and no definite action will probably be taken until then. R. A. Becker, a member of the association, said he was in favor of discontinuing the sale of the goods if his competitors did, but he could not allow them the advantage of carrying them when he did not.

The Minneapolis association has not taken any action yet in the matter, but a resolution fully as radical as the one passed by the Pittsburg brethren has been prepared, and would have been brought before the association at the last meeting but for the absence of a leading member. The next meeting was set for the 6th, but will be extended one week on account of State fair week, at which time it will be introduced. So far as known there is no opposition to its passage and enforcement.

Thomas Voegeli, of Voegeli Bros. Co., Minneapolis, leading members of the local association, thinks the Pittsburg action the only position for the association to take. The Cuticura Company are advertising very freely that their goods are "for sale everywhere," which means they do not care whether bakers, grocers, dry-goods dealers or any other merchant handles them, so long as they can sell them. He believes it to be the duty of every association in the United States to "put them on the list—they never will be missed." The Ripans 5 and 10 cent goods are being discontinued by individual druggists, and he thinks the other goods will follow. The only question is if the time is ripe for such a move. There is a move to get nearer to the department stores handling patent medicines, and it is not desirable to antagonize them nor to give them a leverage with which to advertise their position to the consumer. All druggists are cutting Ayers' goods and others which have advanced and placed the war tax on the retailer, and are putting in their own productions. They may handle their goods, but they are remembering them and are not pushing these goods.

G. S. Churchill, of Webster & Churchill, who run a "cut-rate drug store," and are not members of the local association, said that his firm were getting out the Cuticura soaps and putting in others to a great extent. On the salves there is no substitute. He thinks it well to keep a few of these goods in stock, as customers will otherwise go to the department stores for them.

A. D. Thompson, manager of the A. D. Thompson Drug Co., Minneapolis, stated he favored throwing the goods out altogether as in Pittsburg, or at least of selling the very least possible amount and keep the goods entirely in the dark—never display them.

C. E. Fisher, manager of the Glass Block Department Store, drug department, Minneapolis, said his department sold immense amounts of these remedies, but he did not notice any recent increase which might be traced to the increased advertising the Cuticura Company had done. He did not believe it feasible for retail druggists to discontinue the sale of the goods, as the firm was very independent and did not care what the retail trade did—if it opposed them they would find another avenue of sale for the goods.

E. H. Weinhold, Minneapolis, thought it well to push other goods in the place of

these goods—a good salesman could sell a substitute in most cases.

Preparations are on foot for an elaborate outlay in the line of entertainment of the attendants on the joint meeting of the Proprietary and Wholesale Druggists' National Associations at Niagara Falls, October 10-13. A visit to Niagara Falls has just been made by the Committee of Arrangements, Messrs. Clarence G. Stone, of the Mellin's Food Co., and T. P. Cook, of New York, who also called on President Pierce, of the Proprietary Association, at Buffalo, for a general consultation. It is arranged to give the usual presidents' reception (in the plural number this time), and also to go down the Gorge road to Lewiston. There will be a general theatre party made up for one evening, and the closing banquet is to be graced by the attendance of speakers of unusual ability. The band of the 42d military company will be in attendance.

To the Editor:

Sir: We are pleased to learn of the decision in England that tends to sustain the position that we have been contending for, and hope to bring to an issue this fall. If the outcome of our trial is favorable to us we shall be able to sell, with price restrictions, through the agency of jobbers, regardless of whether they put notices on invoices, although it is a good idea for them to do so.

Your suggestion to establish a fund for the purpose is good. We should be glad to contribute to such a fund, but we have learned that the courts are not the only slow institutions. The three branches that have to do with proprietary medicines are slow.

As to the constitutionality of the proposition, the Supreme Court is authority. We feel reasonably sure that it will sustain the validity of a manufacturer's right to sell, with restrictions, through the agency of an intermediary, the same as if he sold direct under contract.

In regard to contracts in restraint of trade, the following is pertinent:

"A contract in total restraint of trade is void; but when the restraint is partial, reasonable and founded upon a good consideration, it is valid, and will be enforced." Very respectfully,

PHENYO-CAFFEIN CO.

Worcester, Mass., Sept. 1.

News Notes.

The Chamberlain Medicine Co., of Des Moines, Ia., are preparing to erect a large new factory.

Carl Brucker, resident partner of Fritzsche Bros., New York, arrived on the 5th inst. on the Kaiser Wilhelm der Grosse, after an absence of a month in Europe upon business. He looks the picture of health.

R. J. McKee, secretary and treasurer of the Dodds Medicine Co., of Buffalo, is a victim to rush of business. He suffers severely from late-season hay fever, and usually spends the time in some district that is immune from that peculiar disorder, but has not been able to get away this summer, on account of the increased demand on his time by the routine of the office.

American Pharmaceutical Association

Forty-Seventh Annual Meeting at Put-in-Bay, O.

FULL REPORT OF THE PROCEEDINGS.

IN the midst of a group of fifteen islands lying in the western end of Lake Erie is Put-in-Bay, a spot made famous by the daring of the youthful Commodore Perry, whose dispatch, "We have met the enemy and they are ours," sent thence, has passed into history to act as an inspiration to generations of American seamen yet unborn. This island, which is the largest of the group on the American side of the lake, has an area of some 1,750 acres, and on its highest point, at an elevation of some eighty feet above the level of the lake, commanding a view of the lake from every side, is located the Hotel Victory, where, on September 4, was convened the forty-seventh annual convention of the American Pharmaceutical Association.

Spreading out over an area 600 feet long by 300 feet deep, the main portion surrounding a court 200 feet square, with spacious corridors, verandas and parlors, Hotel Victory offers accommodations for over a thousand guests, and the large number of members in attendance on the meeting merely served to fill the corridors with life and animation without in the least crowding the hotel.

The social features of the meeting were

all enjoyable and enjoyed. The scientific papers were, happily, correlated, so as to render possible their discussion in groups, a fact which not only added vastly to the interest of the work of the section, but also much facilitated it. The presence of the president of the National Association of Retail Druggists, Mr. Hynson, and of the chairman of the Executive Committee of that body, Mr. Holliday, with the discussion which their statements brought out, imparted keen interest to the single session of that section, while the energy and originality of the officers of the section on education and legislation enabled them to present a most inviting programme for their particular section. The weather was propitious for the enjoyment of the boating, bathing and fishing offered as a means of recreation, and, on the whole, the meeting was a most decided success despite the regrettable failure of the officers of the Commercial Section to prepare work for that section and to appear at the meeting. A detailed report of the proceedings is appended, but pressure of time and limitations of space prevent more than the merest mention of the social features of the meeting.

First Day.

Monday, Sept. 4.

The first session of the forty-seventh annual convention of the American Pharmaceutical Association was convened at the Hotel Victory at Put-in-Bay, Ohio, on Monday, September 4. The proceedings were opened at 3.30 o'clock by President Chas. E. Dohme, of Baltimore. Speeches of welcome were made by Prof. J. Uri Lloyd, of Cincinnati, and the Mayor of the place of meeting. The welcome was responded to by Prof. J. M. Good, of St. Louis. W. S. Thompson, of Washington, took the chair while President Dohme delivered his annual address. Expansion and the "strenuous" policy of Governor Roosevelt, of New York, were touched upon and commended. Mr. Dohme dwelt upon the fact that the association was for the benefit of all classes of pharmacists and not for any individual class. The National Association of Retail Druggists was referred to as a splendid and well-deserved success, and the president heartily congratulated those connected with it upon its apparently successful mission of squelching the cutter. The Pure Food Congress was commended and the hope expressed that suitable legislation would be enacted. The address contained several recommen-

dations, among others a salary of \$1,000 for the secretary, and advocacy of the metric system by the association. Upon motion the address was referred to a special committee consisting of Henry M. Whitney, of Massachusetts; John F. Patton, of Pennsylvania, and Edward Kramers, of Wisconsin.

After a recess to allow the holding of a caucus by the State delegations the roll of States was called and the members of the Nominating Committee announced. The Secretary of the Council reported forty-four applications for membership, which were favorably acted upon. Messrs. Sheppard, Miller, Alpers, Thompson and Hynson were appointed a Committee on Time and Place of Meeting, and the session then adjourned.

Second Day.

SECOND GENERAL SESSION.

Tuesday, Sept. 5.

The second general session was convened at 10.30 Tuesday morning, with President Dohme in the chair. Secretary Caspari presented the minutes of the first session, and George W. Kennedy read the minutes of the council, which were approved of as read.

The names of three additional appli-

cants for membership were read and favorably acted upon.

The report of the Committee on Nominations was read, placing in nomination the following:

President—A. B. Prescott, Ann Arbor, Mich.

First Vice-President—L. C. Hoop, Cleveland.

Second Vice-President—W. L. De-woody, Pine Bluff, Ark.

Third Vice-President—H. R. Gray, Montreal, Can.

Treasurer—S. A. D. Sheppard, Boston.

Secretary—Charles Caspari, Baltimore.

Members of the Council—H. M. Whelpley, St. Louis; Charles E. Dohme, Baltimore; Leo Eliel, South Bend, Ind.

The entire ticket was elected as nominated without opposition.

Reports of committees being called for, Leo Eliel, of South Bend, Ind., presented the report of the

Committee on Revision of the Pharmacopoeia.

The report was accepted and referred to the Scientific Section for discussion.

Time and Place of Meeting.

The report of the Committee on Time and Place of Meeting reported in favor of meeting in Richmond, Va., in May, 1900, immediately after the adjournment of the Pharmacopoeial Convention, to be held in Washington on the first Monday in May.

The question was discussed at some length, Mr. Foston, of Texas, urging the claims of that State upon the association. The report was finally adopted as presented.

Report of the Treasurer.

S. A. D. Sheppard submitted his report as treasurer of the association, a summary of which is presented below:

AMOUNT OF THE VARIOUS FUNDS.

Ebert Fund	\$762.20
Centennial Fund	1,504.05
Life Membership Fund	11,609.18
General Fund	8,000.00

RECEIPTS.

Cash on hand July 1, 1898	\$3,198.01
Received from the sale of certificates	57.50
Received from the sale of proceedings	47.09
Received from the sale of badges and bars	127.45
Received from the sale of National Formulary	508.78
Received from interest	173.52
Received from Ebert Fund	28.00
Received from rebate on journal	1.00
Received from annual fees	5,410.00

Total

SUMMARY OF DISBURSEMENTS.

Proceedings	\$3,045.16
Stenographer	125.00
Journals for the reporter on the Progress of Pharmacy	44.46
Salaries	2,500.00
Premium on treasurer's bond	25.00
Traveling expenses	34.38
Section on scientific papers	5.60
Section on education and legislation	39.54
Section on commercial interests	4.40
Committee on membership	34.50
Committee on transportation	24.10
Special committee on the status of pharmacists in the Army and Navy of the United States	111.03
Special committee on practical pharmacy and dispensing	50.00
Printing and stationery	244.08
Insurance	15.50
Badges	135.10
General prizes	150.00
Ebert prize	22.00
Miscellaneous expenses	70.28
National Formulary	211.12

Total amount of disbursements

Cash on hand July 1, 1899

\$9,546.36

The report was accepted and adopted.

Secretary's Report.

Charles Caspari presented his report as secretary, giving a summary of the financial affairs of the association, which was received and referred to the Publishing Committee.

Membership.

George W. Kennedy, secretary of the Committee on Membership, presented a report for that committee, giving details of the steps taken toward increasing the membership in the association. The report showed that the association now has a total membership of 1,323. Of these 1,220 are active members, 91 life members and 12 are honorary members. The secretary took occasion, this being the twenty-fifth anniversary of his continual service as an officer of the association, to review the statistics of membership of the association during that period. His report included, as usual, brief obituary notices of the members who have died during the past year. The report took the usual course.

The report of the Committee on Ebert Prize, recommending that this prize be awarded to Henry Kraemer, for his paper on the examination of powdered drugs, which was presented at the Baltimore meeting and published in the proceedings of the Association for 1898, was presented and adopted.

The Committee on General Prizes recommended the following awards for papers presented at Baltimore and published in the proceedings for 1898. First prize to A. B. Prescott and H. M. Gordon, for their paper on the "Estimation of the Alkaloidal Iodides and the Alkaloidal Periodides;" Second prize to J. U. Lloyd, "Standards for White and Black Mustard Seeds;" third prize to W. A. Puckner, for his paper on "The Standardization of Volumetric Acid and Alkali." Herman Hager memorial prize, no prize was awarded. John M. Maisel prize to Henry Kraemer for his paper on "Qualitative Examination of Powdered Vegetable Drugs."

The report of the Committee on National Legislation was presented by T. E. Stewart, of New York, who read the paper in brief abstract.

A. E. Ebert, who is a member of the committee, asked that his name be omitted from the list of members of the committee, on the ground that his own practice did not square with the tenets laid down as to secrecy. Dr. Rusby pointed out, however, that Mr. Ebert's secrecy was practiced by him toward the public and not toward the medical profession. Hence it was not objectionable and Mr. Thompson suggested that this willingness on Mr. Ebert's part to give the physician full knowledge of the composition of his nostrums absolved him from the sin of secrecy.

It was moved to accept and adopt the report and refer it to the Section on Education and Legislation. Dr. Rusby pointed out the grave questions in connection with the introduction of the principle of recognition of proprietary rights into the U. S. P. that were involved in the recommendations of the committee. He therefore urged that the matter be given thorough study, for it would practically have to be determined now, as there would be little time to consider the questions involved at the pharmacopoeial convention. The paper was referred to the Section on Education and Legislation for discussion.

W. S. Thompson moved that a suitable set of resolutions be prepared, engrossed and presented to George W. Kennedy, secretary of the council, upon the completion of his twenty-fifth year of continuous service as an official of the association. On motion of Caswell A. Mayo this was amended to include the presentation of a suitable badge or pin.

W. S. Thompson, James M. Good and S. A. D. Sheppard were appointed a committee to prepare the badge and resolutions.

Committee on Publication.

Chas. Caspari submitted his report as chairman of the Committee on Publication, showing that on account of the great increase in the size of the volume (376 pages or 44.3 per cent) over that for the preceding year, it had been impossible to comply with the resolution adopted at the Baltimore meeting, demanding the issuance of the proceedings within ninety days of the date of adjournment. Some slight delay was also caused

The report was sign by Chas. Caspari, Jr., C. Lewis Diehl, Jas. M. Good and Caswell A. Mayo and H. H. Rusby.

C. Lewis Diehl presented his report as chairman of the Committee on National Formulary, covering the work done in the direction of preparing an epitome of the Formulary intended for use by physicians. Specimen pages of the epitome were shown. The book will probably consist of about 100 pages, and measure about two inches by three. The committee's report was received and adopted and referred to the Committee on Publication and the second general session was then adjourned.

THIRD GENERAL SESSION.**Tuesday Afternoon.**

The third general session of the association was called to order by President Dohme at 3.30 on Tuesday afternoon with a full attendance. After the reading of the minutes, Hy. P. Hynson, chairman of the Committee on Practical Pharmacy and Dispensing, presented his report.

Practical Pharmacy and Dispensing.

The Committee on Practical Pharmacy and Dispensing submitted a lengthy report, of which we are only able to give a brief abstract. The committee state that the replies received in response to a number of communications sent to members of the association have been extremely limited, and that while they are disappointed in the results obtained they are by no means discouraged. They further suggest the appointment of a new committee with the same object in view. The following suggestions received from members of the association are incorporated in the report. The addition of oil of cinnamon to compound chalk powder to prevent fermentation, substitution of the 1880 formula for compound soap liniment in place of the latter one, the use of tincture of opium in place of the powdered drug in the manufacture of paregoric, a new formula for preparing syrup of tolu, the use of compound tincture of gentian as a flavoring for elixir of ammonium valerianate, and a new formula for cold cream, which furnishes an inseparable product which does not become rancid.

The report then compares the condition of practical dispensing to-day, to that of twenty and forty years ago. One of the members of the committee has selected from his files one thousand prescriptions filled in the same locality, written by the same class of physicians for the same order of customers covering a period of forty years. These prescriptions, written in the years 1859, 1879 and 1899, are tabulated in the report and show, contrary to common reports, that the opportunities for galenical pharmacy are quite as great to-day as forty years ago, and that much more dispensing knowledge is required at the present time. The committee note that ready-made galenicals are only found in these prescriptions to a very small extent, and that physicians at the present time are chary of specifying particular brands of pharmaceutical preparations. The chief difference between the pharmacy of to-day and that of forty years ago is in the direction of simplifying prescriptions. The introduction of alkaloids and the synthetic chemicals has had a tendency to reduce the complexity of the prescriptions of the present time. Prices, the committee state, are regulated



PROF. ALBERT B. PRESCOTT,
President-elect of the A. Ph. A.

by the failure of authors to promptly return corrected proofs of their articles. This seemed unavoidable as the authors might not always have leisure to give proofs their immediate attention. The work of editing could not well be delegated to anyone else by the secretary and he had been unable to use the full amount, \$500, voted for clerical assistance advantageously, but did use \$59.50, leaving an unexpended balance of \$440.50. The following tabular report of the work of the committee was then submitted:

Composition, paper and presswork (1,500 copies).....	\$2,218.19
Binding 1,185 copies in cloth at 24c.....	284.40
Binding 58 copies in cloth at 20c.....	11.60
Binding 66 copies in paper at 10c.....	6.60
Illustrations, including 2 frontispieces.....	62.90
Expressage (cloth, 31c.; paper, 26c.).....	344.08
Postage (foreign and domestic, cloth, 33c.; paper, 26c.).....	34.31
Journals for use of the reporter.....	46.87
Salary of the stenographer.....	125.00
Salary of the reporter on the Progress of Pharmacy.....	750.00
Expense of assistance in proofreading, etc.....	59.50
Total	\$3,943.35

by trade conditions, and the average price realized for prescriptions is greater today than forty years ago. The committee also show there has been a great decline in the use of mercury, opium, ipecac, morphine, digitalis and hydrocyanic acid. Plasters and blisters have almost entirely gone out of use so far as physicians are concerned, not one of these being prescribed in the one thousand prescriptions covering the year 1899. Attention is also drawn to some facts and oddities in the earlier prescriptions. The report then makes a number of suggestions regarding the arrangement of the dispensary and laboratory, recommends the apparatus and facilities which should be at the disposal of every dispenser, comments on the various containers, gives dimensions for labeling the same in the most satisfactory manner, and concludes with a series of dispensing notes which are offered as practical suggestions for the practical pharmacist.

We regret that our space does not permit us to publish the report in full in this issue. The complete report, which is one of practical value to every pharmacist, from its suggestive character, will be printed in full in a later number.

Mr. Hynson read by title the following papers which had been submitted to that committee: Elastic Capsules, by Henry W. Preissler, of Shelbyville, Ky.; Saw Palmetto, by J. M. Dixon, of Titusville, Fla.; Practical Methods for the Modification of Cow's Milk, by Mary Steele Ewing, of Boston; The Present Day Drug Store, by Jas. F. Patton, of York, Pa.; Notes, by J. G. Eberle; Economy in the Kitchen of Pharmacy, F. H. Sands, Pennington; Solution of Magnesium Citrate, by E. P. Ferte; Some Prescription Incompatibilities, by George E. Burroughs and H. L. Simpson, of Boston. The papers were referred to the Publication Committee. The third general session of the association was then adjourned.

COMMERCIAL SECTION.

First Session.

Tuesday Afternoon.

In the absence of all the officers of the Commercial Section, President Dohme called the Commercial Section to order and Henry P. Hynson, of Baltimore, was elected temporary chairman and Charles A. Rapelye, secretary. Mr. Hynson made a brief but spirited address, taking as a basis for his remarks the work of the National Association of Retail Druggists, and stated that he felt that his selection as temporary chairman was in effect an indication of good will upon the part of the A. Ph. A. toward the N. A. R. D. Knowing that the members would like to hear from the latter association, Mr. Hynson said that he would, with the consent of the members, introduce F. E. Holliday, of Topeka, Kan., chairman of the Executive Committee of the N. A. R. D., who, under the form of government adopted by that association, was in effect the executive head of the organization.

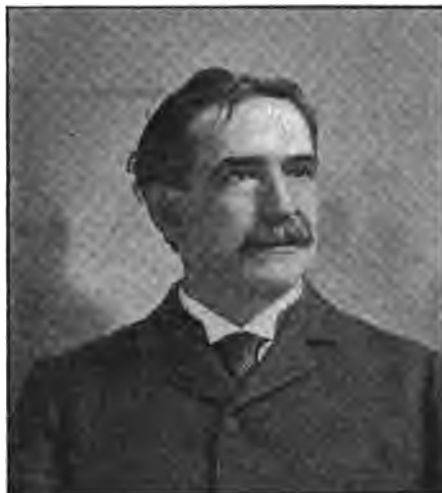
Mr. Holliday said that the suggestion that he give some data on the work of the N. A. R. D. was one which he would be most happy to comply with. All the States where State associations have met during the current year have, with three exceptions, endorsed the N. A. R. D., and given assurance of co-operation. In Philadelphia 460 out of 680 of the druggists in that city were members of the local

association; in Chicago about the same proportions obtain; in St. Louis practically all are members of the local association, as is also the case in Pittsburg and Louisville. This promotion of the interests of local organization in cities named and elsewhere is alone sufficient justification for the existence of the N. A. R. D.

At the request of Chairman Hynson President Dohme replied to Mr. Holliday's remarks, assuring him of the hearty sympathy of the association with the aims of the N. A. R. D., as outlined by Mr. Holliday, and of a cordial welcome for himself to the deliberations on the floor of the meeting.

Prof. J. M. Good, of St. Louis, presented a report as a delegate from the A. Ph. A. to the N. A. R. D., saying that it was impossible that any such thing as jealousy could exist between the two associations. Mr. Good accentuated the fact that the special province of the N. A. R. D. was the fostering of local organizations.

As bearing upon the results to be obtained by local organizations, Mr. Shep-



CHAS. E. DOHME,
of Baltimore, Retiring President of the A. Ph. A.

pard requested William L. Terrill, president of the Vermont Pharmaceutical Association, to narrate the experience of the druggists in Rutland, where, as Mr. Terrill informed the meeting, full prices had been restored after a long area of cutting.

At the request of Mr. Good, President Hynson introduced Simon N. Jones, of Louisville, as the ideal local organizer, and requested him to give the members some information as to the results achieved in his own city through the N. A. R. D.

Mr. Jones stated that he would confine his remarks to the work accomplished by the association in the city of Louisville. He said that after the St. Louis meeting he had written, on behalf of the Louisville local association, to all the proprietors in the country asking them not to sell to any retailers in that city and thus comply with the request of the N. A. R. D. All the proprietors of any consequence agreed to this with the exception of the Potter Drug Co., the Lambert Pharmacal Co. and the Paris Medicine Co. After the receipt of these promises he observed one day on the sidewalk in front of the store of a prominent retailer a shipment of Paine's Celery Compound and of Wampole's goods. He later went

to this druggist and asked to be permitted to see the invoices. The druggist at first refused, but upon being urged showed the invoices. Armed with this information Mr. Jones wrote to both manufacturers and received in both cases ample apologies and assurances that the sale was an oversight, with promises of greater care in carrying out their promises regarding the restriction of their sales in the future. With the Paris Medicine Co. there had been a great deal of trouble at first and Mr. Grove, the president of the company, who was for many years himself a retailer, came down to Louisville from Asheville to adjust matters. Mr. Grove said that he had for many years been in the retail drug business, that his sympathies were warmly enlisted by the retailer, and that it was largely upon the good will and co-operation of the retailer that he depended for the sale of his remedies, and that, therefore, he did not feel justified in denying to the retailer the privilege of purchasing in quantity lots at the best figure. Mr. Jones, however, succeeded in convincing Mr. Grove that he would, in reality, be best serving the interest of the retailer by acting in accordance with the N. A. R. D. resolution in every town where he was requested to do so by a well-organized local association, and since that time the Paris Medicine Co. has given its heartiest support to the local association.

The Cuticura War.

When the Cuticura fight came up Mr. Jones distributed circulars among the local dealers, and 148 druggists of Louisville agreed to throw out the Cuticura goods. He then drew up a set of resolutions, under competent legal advice, and presented these resolutions at the meeting of the Kentucky Pharmaceutical Association, where they were adopted. The resolutions were sent to all the jobbers in the State and along its borders, and now not a dollar's worth of Cuticura remedies are sold through the drug trade of Kentucky unless they are sold surreptitiously. In conclusion, Mr. Jones said that the retailer believed that a fair profit on proprietaries was due him; it was only his right, and "by the eternal God he will have it or he will not handle the goods."

N. A. R. D. Work in Topeka.

After the applause which followed the close of Mr. Jones's eloquent peroration had subsided Mr. Holliday outlined the situation in Topeka, a city of 40,000 inhabitants. The department store had to be reckoned with there as elsewhere and while the 34 retail druggists were loyal to the association, they had to fight the local department store, which had put in a stock of proprietaries, just at the time when Mr. Holliday was in Chicago at the meeting of the joint committee on the list of approved jobbers. Every effort was made to prevent the store from obtaining supplies, but without success. A small drug store very near the cutter was selected, and as soon as the cutter announced his prices this small store announced lower ones, cutting in some cases way below the lowest quantity cost. The cutter soon tired, his prices being invariably underbid, and while he still carries a small stock of proprietaries he keeps them in an out of the way place and never makes a feature of them. In all the other drug stores in the city full prices were demanded and obtained. Mr. Holliday's own store is only a block or so away



HENRY H. RUSBY, M.D.,
Chairman of the Committee on Scientific Papers.



HARRY VIN ARNY,
of Cleveland, O., Retiring Secretary of the
Scientific Section of the A. Ph. A.



PROF. GEORGE B. KAUFFMAN,
of Columbus, O.

Prof. Arny Ill.

Prof. H. V. Arny, of Cleveland, O., whose sudden illness has been a source of great anxiety to his numerous friends, is improving slowly, and expects as soon as his health will allow to winter in Southern California.

His place in the Cleveland School of Pharmacy will be filled by Robt. Hatcher, of New Orleans, until spring, when Prof. Arny expects to return.

at the moment he was still confident of the accuracy of his statement.

N. A. R. D. Endorsed.

On motion a hearty vote of endorsement of the N. A. R. D. by the section was unanimously adopted by the section.

Officers for the Section.

J. M. Good, of St. Louis, and Chas. A. Rapelye, of Hartford, were nominated for the chairmanship of the section and the nominations voted upon, although both asked leave to withdraw their names. Mr. Good being elected, Mr. Rapelye was elected without opposition to the office of secretary of the section. Both officers were duly installed and nominations for the remaining members being declared in order, Mason B. Wood, of East Providence, R. I.; Paul S. Schuh, of Cairo, Ill., and F. W. E. Stedem, of Philadelphia, were nominated and elected without opposition, and the Commercial Section adjourned.

SCIENTIFIC SECTION.

First Session.

Tuesday Evening.

There being no more business before the Commercial Section the balance of the time set apart for that section had been placed at the disposal of the Scientific Section, which was therefore convened for its first session at 8.15 Tuesday evening, instead of on Wednesday morning, as contemplated in the original programme of the meeting.

On calling the section to order, the chairman, Prof. H. H. Rusby, of New York, stated that it was his sad duty to announce that his esteemed colleague on the committee, Prof. Harry Vin Arny, secretary of the section, was unable to be

present because of serious illness. In the absence of Prof. Arny the chairman had asked Caswell A. Mayo, of New York, to act as secretary of the section, while the vacancy on the committee caused by the absence of Prof. Scoville had been filled by the council, which had elected Prof. Oscar Oldberg.

Address of the Chairman.

Asking Mr. Holzhauser, of New Jersey, to take the chair, Prof. Rusby proceeded to read his address as chairman of the section, taking for his theme the relations of the association to the higher grades of scientific work.

The address was referred to a committee composed of F. G. Ryan, J. H. Beal and H. M. Whelpley.

Resuming the chair, Prof. Rusby announced that, notwithstanding the fact that the widest possible publicity had been given to the announcements of the Committee on Queries from Retail Pharmacists, both by means of circulars and through the co-operation of the drug trade press, only one query—and that one of minor interest—had been received by Mr. Scoville, chairman of that committee.

The report of the Committee on Ebert Prize was called for and the chairman of that committee, Mr. Whelpley, explained that he had presented his report at the general session. Prof. Rusby stated that inasmuch as the committee was appointed by the section he thought that it should report to the section, and Mr. Whelpley thereupon presented a verbal report, which was approved. The report of the committee on the revision of the U. S. P. was submitted by the chairman, Leo Eliel, of Indiana, which was followed by a paper on the Pharmacopoeia of 1900, and the chairman then invited discussion of the two papers.

Mr. Alpers called attention to the fact that the committee recommended the omission of wines and brandy from the Pharmacopoeia. He objected to this recommendation and defended their retention, in which he was joined by Messrs. Hallberg and Remington, while Messrs. Ebert, Whelpley and Rusby united in supporting the recommendation that they be omitted. It was pointed out

from the department store, and there has at no time been any appreciable falling off of the sale of proprietaries.

He said the question had been asked: "What have we done?" In reply he asked anyone present if he knew of any single instance where Hood, Ayer or any one of a dozen leading manufacturers who had subscribed to the N. A. R. D. plan had sold a dollar's worth to a cutter since June? He himself knew of none. He would be pleased to answer any questions put to him by the members concerning the operations of the N. A. R. D. plan.

Prices Advanced by Manufacturers.

W. L. Dewoody, of Arkansas, said that it seemed to him that the N. A. R. D. plan was not an unmixed benefit. After the meeting at St. Louis he had received circulars from proprietors who stated that in compliance with the suggestions of the N. A. R. D. they had advanced their prices to \$2, \$4 and \$8 per dozen, but that he had not received any notice of any reductions in price. Another thing he wished to know about was the retailer who was just beginning to become a jobber. Nearly all our jobbers had grown up from the retail business into jobbing. Was it now proposed to place an impenetrable barrier before these aspiring men?

Mr. Jones, of Kentucky, replied on behalf of the Joint Committee of the N. A. R. D. on Approved Jobbers, stating that in the West, and especially in the Southwest, the committee had strained a point to put men on the jobbers' list. This list was constructed on liberal, not narrow, lines, and Mr. Dewoody was on it while he, Mr. Jones, could not have gotten on it even had he wished to do so. Not that he wished to, for the risk involved was too great in proportion to the margin.

Mr. Holliday asked Mr. Dewoody to name the firms who had advanced prices subsequent to the St. Louis convention. Prices had been advanced, it is true, but so far as he was aware this was done prior to the St. Louis convention, and he thought that Mr. Dewoody was in error on that head. Mr. Dewoody said that while he could not recall the special prep-



DR. WM. SIMON,
of Baltimore.



PROF. J. U. LLOYD,
of Cincinnati, O.



PROF. L. E. SAYRE,
of Lawrence, Kan.



LEWIS C. HOPP,
of Cleveland, Local Secretary.



PROF. A. B. STEVENS,
of Ann Arbor, Mich.

that this discussion was a repetition of a discussion had some two years since, and the vote taken at that time opposing the recommendation that they be dismissed was confirmed by another vote on a motion by A. B. Lyons, of Michigan, to concur in the recommendation of the committee.

R. G. Eccles, of New York, opposed the proposed substitution of the sulphate for the citrate of magnesium in the effervescent salt and solution on the ground that the administration of the sulphate was followed by the appearance of sulphydric acid in the intestinal tract. This would form sulphides of iron or any other of that group which might be given to anaemic patients and the formation of this insoluble salt would defeat the ends aimed at. Mr. Prescott supported Mr. Eccles' objection on wholly different grounds, as did also Mr. Lyons. After discussion of several of the items the report as a whole was accepted and referred to Dr. Charles Rice, chairman of the Revision Committee of the U. S. P., as a contribution from the Revision Committee of the A. P. A. without recommendation.

Upon motion of Prof. Remington the chairman appointed a committee to draft and forward to the absent secretary, Prof. Arny, a note expressive of the regret of the section at his illness and its hopes for his rapid and complete recovery. The chairman named Prof. Remington and Mr. Mayo as a committee to carry out the instructions of the section in this regard. A paper was then presented on

Addition Products of Oxides of Nitrogen to Sesquiterpenes.

This paper, which was prepared by O. Schreiner and Edward Kremers, was presented in abstract by Prof. Kremers, who illustrated on the blackboard with graphic formulas the molecular changes involved in the work reviewed. On the conclusion of the paper W. C. Alpers, of New York, stated that one of the observations recorded, namely, the effect of light upon the decoloration of the nitroso-compounds of the sesquiterpenes, threw some light upon an experience which he himself had had some months since in work upon similar bodies. He had observed the decoloration which followed the boiling of the solution in the light and had attributed it to some foreign admixture, whereas the observation of Mr. Kremers showed that this was a characteristic of these compounds. There being no further business, the section was adjourned.

Third Day.

THE SCIENTIFIC SECTION.

Second Session.

Wednesday Morning.

Owing to a prolonged session of the Council, which detained the chairman and the secretary of the section, the second session of the Scientific Section was not called to order until 10.45 on Wednesday morning.

Election of Officers.

After the reading of the minutes the chairman announced that further nominations were in order. None being made, the chairman was instructed on motion of A. B. Stevens, of Ann Arbor, to cast one ballot for the nominees named at the previous session. This the chairman did, and announced the election of F. G. Ryan, of Philadelphia, and Caswell A. Mayo, of New York, chairman and secretary of the section respectively.

The report of the Committee on Chairman's Address was called for and T. D. Reed, of Montreal, was invited to take the chair. The committee approved of the opinion expressed by the chairman that work in the direction of liberal researches in the sciences allied to pharmacy are beneficial to the interests of the session, and of the suggestion that the condition governing the prize award be printed on the circulars of the session. The suggestions that the fifteen-minute limitation upon the time allotted to reading the paper be abrogated, and that separate sessions of this section be held at the same time were not approved.

The report of the committee was accepted with an amendment approving the removal of the fifteen-minute restriction, which was imposed by a former resolution of the section.

The reading of papers was resumed, the first paper being on

The Deterioration of Wild Cherry Bark with Age.

BY A. B. STEVENS, PH.C.

The author gave the results of the assay of twenty samples of bark, from which he drew the following deductions:

First. That the bark is best preserved in glass or air-tight containers.

Second. That the bark keeps better when permitted to remain whole than when powdered.

Third. That only whole, fresh bark

should be used in the manufacture of galenical preparations.

The author announced his indebtedness to E. V. Benjamin, Ph.C., for assistance in the assay work.

The next paper was entitled

Structure and Development of Seed.

BY A. VAN ZWALUWENBURG AND J. O. SCHLOTTERBECK, PH.C.

Mr. Schlotterbeck stated that there were really two papers having to do with the seed of gossypium herbaceum and with the seed of theobroma cacao. He said that the papers were not so much a study of the ripe seed as a study of the structure, in so far as it bore upon the significance of the different conditions observed at the different stages of development of the seed. The papers were accompanied by very fine plates, specimens of which were shown by the authors.

The next subject taken up was

Color Standards of Powdered Drugs.

BY HENRY KRAEMER.

This paper, which was a very lengthy one, was presented in brief summary by the author, who stated that in its preparation he had made quite a thorough study of the basic biologic data involved in the question of color and its differentiation. With the co-operation of an artist member of one of his classes, H. K. Watson, of Bloomington, Del., he had been able to prepare a card of twenty basic colors, giving in each case the pigments used in their preparation, which would serve as a basis for a scheme of color standard of powdered drugs.

The twenty basic colors were capable of further subdivision into nineteen subgroups of colors, such as greenish, whitish, etc. He stated that it was apparently hopeless to look forward to the establishment of a scheme of color standards for powdered drugs which might be used either as a basis of legal action or for the valuation of drugs. What was really needed was a scheme which would aid in making more definite the descriptive language of pharmacy. The great difficulty confronting the student here lies rather in the change which takes place in the drug under varying conditions of moisture and age than in the possible variation brought about by age in the adopted scheme of color standards. Furthermore, care is necessary to subject the standard and the drug to exactly the same conditions so far as light and the time devoted to the inspection of both is

concerned. The author pointed out that it would always be easier for the adulterator to simulate any particular standard than for the retail druggist to purchase drugs approximating the standard color. A paper belonging to the same group was then presented under the title of

The Identification of Drugs.

BY A. A. SCHNEIDER.

Mr. Schneider presented specimens of drawings which had been made by him for publication in a work upon which he is now engaged and which will furnish a key to the classification of powdered drugs for the histologist. Mr. Schneider pointed out that colors were difficult to describe, varied within very wide limits, changed with different conditions, and particularly with age; that the same was true to a certain extent of taste and odor, and that all three of these factors were

and positive results as can now be obtained in the grossen laboratory by volumetric or gravimetric methods.

As bearing upon the use of the senses in the examination of drugs, the chairman called upon Mr. Schneider, who read a paper containing

Suggestions on the Examination of Drugs.

The group of papers was discussed at some length by Messrs. Hynson, Bartley, Whelpley and Rusby, the latter pointing out that the question of individual idiosyncrasy in the senses was really not of so great importance as was deemed by some. While one man might not give the same name to a certain color or odor as another, still that color or that odor would be a definite thing, producing a certain definite impression upon that particular individual, and any other thing producing that impression upon that indi-

covered a great deal of ground, and was read in brief abstract only by the author. He divided the methods of valuation into groups, as Chemical, Physical, Microchemical, etc. Under the head of biological examinations he included the effect of the drug upon both plants and animals, and referred with much interest to the work carried out by Mr. True and his associates in the Wisconsin University in observing the effect of drug solutions upon leguminous sprouts. He thought that there was a great deal in the direction of a study of the possession or lack of germinative power in seeds and in ergot, etc., as bearing upon their physiological action.

The next paper was on

Physiological Action as a Department of Pharmaceutical Science.

BY E. M. HOUGHTON.

The reading of this paper brought to a close the work of the second session of the Scientific Section.

SCIENTIFIC SECTION.

Third Session.

Wednesday Evening.

On convening Wednesday evening for the third session the first business presented before the Scientific Section was the report of the Committee on Research by A. B. Prescott. This report was read and adopted, and upon motion of Mr. Prescott, Messrs. Lyons and Kremers, whose terms of service upon the committee expired with this year, were re-elected and the committee authorized to add to its membership. Mr. Prescott having been elected to the presidency of the association, the committee announced that Mr. Lyons had been selected by his associates as chairman of the committee.

The next papers presented covered the same ground under two different heads and were read in abstract by Dr. Prescott. Their respective titles were:

Further Work Upon the Estimation of Alkaloids and the Assay of Alkaloidal Drugs.

BY H. M. GORDIN AND A. B. PRESCOTT.

This paper is supplementary to one presented at last year's meeting. The iodometric method has been tried with five more alkaloids, emetine, hydrastine, berberine, colchicine and quinine, and in the case of the first three with entire satisfaction. The remaining two are still under trial. The authors then describe the periodides of emetine and hydrastine, and give in detail directions for the assay of hydrastis. Supplementary notes on the assay of opium are also given with results of a number of determinations by the iodometric method.

Another paper presented by these authors bore the title:

Directions for Certain Alkaloidal Assay.

BY H. M. GORDIN AND A. B. PRESCOTT.

The authors first outline a general method for the extraction of alkaloids, either with cold or hot solvents. Directions are then given for the volumetric estimation of the alkaloids by precipitation with free iodine. The assay of opium, nux vomica, ipecac and hydrastis by this method is then described in detail. In the case of nux vomica a modification of Dunstan and Short's ferrocyanide method is



PROF. HENRY KRAEMER,
of the Philadelphia College of Pharmacy, Philadelphia, Pa.

subject to misinterpretation on account of individual idiosyncrasies, but that histological structure was permanent and was therefore the only reliable basis for the absolute recognition and valuation of drugs when in powdered form. This was followed by a paper on

Odor Standards in the U. S. P.

BY W. C. ALPERS.

Mr. Alpers gave the results of considerable study devoted to the sense of smell, from which it seemed probable that the action of odoriferous substances upon the olfactory nerves could be explained by the theory of dissociation. He referred to the nose as containing a complete analytical laboratory of the most delicate character, which, when properly educated and properly understood, would undoubtedly become as capable of definite

visual would be recognized by him as approximating the standard, which he must of course first become familiar with.

Upon motion of Mr. Mayo the section recommended that the chairman of the Publication Committee be authorized by the Council to expend a sum not exceeding \$100 for the preparation of plates for the reproduction of the color standard prepared by Henry Kraemer, this being the sum which such plates would probably cost.

The difficulties surrounding the establishment of color and odor standards were referred to by both Mr. Lyons and Mr. Kremers.

The next paper was on

The Valuation of Drugs.

BY HENRY KRAEMER.

This paper was quite voluminous and



GEORGE C. BARTELLS,
of Camp Point, Ill.



A. J. CORNING,
of Baltimore, Delegate to the
A. Ph. A.



HARRY SHARP,
of Atlanta, Ga., Member of the
Committee on Transportation
of the A. Ph. A.



EX-PRES. J. E. MORRISON,
of Montreal, Can.

recommended for the separate determination of brucine and strychnine.

Dr. Prescott then presented in abstract a paper the title of which was:

Does *Taraxacum Officinale* Contain an Alkaloid?

BY A. VON ZWALUWENBURG AND M. GOMBERG.

The authors give details of their examinations, from which they conclude that in *taraxacum* root gathered in October there is a minute quantity of a nitrogenous substance, giving the alkaloidal reaction with the general reagents, but not having an alkaline reaction nor forming definite salts, but it is doubtful if this body is alkaloidal in its nature.

A paper was then presented on

The Composition of Hydrastine.

BY A. R. L. DOHME AND DR. ENGLEHARD.

The authors had examined lots of hydrastis, both when pressed and dry, and found that in both cases there were both free and combined hydrastine present. They had made comparative estimates with Prescott's, Keller's and Linde's methods, and found Prescott's method troublesome, the results obtained by it being also much lower than by the other processes. The rootlets were examined separately and found to contain somewhat less hydrastine than the rhizome.

The four papers last named having been contributed through the Research Committee, a vote of thanks to that committee was passed.

The discussion of the papers by Henry Kraemer on Assay of Drugs, and by E. M. Houghton on Physiological Action, was then taken up, Messrs. Hurty, Whelpley, Kraemer, Love, Hallberg and Stewart participating.

Resolutions Regarding Prof. Arny.

Joseph P. Remington, as chairman of the committee appointed by the section to draft resolutions of regret at the illness of Prof. Arny, presented the following, which was adopted, the secretary being instructed to forward it to Prof. Arny:

The Scientific Section of the American Pharmaceutical Association, in session at Put-in-Bay, Ohio, Sept. 6, 1899, having heard with great regret of the illness of its efficient secretary, Prof. Harry Vin Arny, desires to extend to him their hearty sympathy.

The section unanimously deplores the loss of his services, and expresses the hope that Prof. Vin Arny may be permitted to resume his duties, and that good health and prosperity may be abundantly restored to him.

JOSEPH P. REMINGTON,
CASWELL A. MAYO,
Put-in-Bay, Ohio, Sept. 6, 1899. Committee.

The reading of papers being resumed, two papers bearing upon the same subject were called for, viz.:

Scopola as a Practical Equivalent of Belladonna.

BY S. W. WILLIAMS, PH.C.

The author briefly reviews the published works on scopola, and comes to the conclusion that there is no practical objection to the use of scopola root in place of that of belladonna for the preparation of plaster masses. He points out that this root is almost wholly used by plaster manufacturers in preparing the so-called official belladonna plasters, and inasmuch as scopola root contains a larger and more constant proportion of alkaloid, it yields a superior article. The ethics of the question are dealt with at some length.

The second of the papers being by the chairman of section, E. A. Ruddiman, of Tennessee, was requested to take the chair, and the paper was presented under the title of

The Introduction of Scopola to the U. S. P.

BY H. H. RUSBY, M.D.

This paper is supplementary to the previous communication. The author discusses the constituents of both belladonna leaves and root, and of the scopola rhizome, pointing out the similarity in alkaloidal content. He advises further investigation regarding the amount of alkaloid present and the changes which the alkaloids undergo in the process of manufacturing plasters. An investigation is in course of procedure, and the results will be published at the next meeting for the guidance of the Pharmaceutical Revision Committee.

As bearing to a certain extent upon the same subject the following paper was read in abstract by the secretary, the author being absent.

The Assay of Hyoscyamus.

BY W. A. PUCKNER.

Professor Puckner recommends a modification of Keeler's process for assaying henbane leaves. The leaves, powdered and carefully dried, are exhausted with chloroform-ether mixture made alkaline with ammonia. The percolate is extracted with successive portions of 1 per cent hydrochloric acid, the acid solution separated, made alkaline and extracted with chloroform. After evaporation of the solvent the residual alkaloid is titrated with decinormal acid, using cochineal as an indicator.

Charles Caspari, of Maryland, opened the discussion by stating that in practice he had found the widest variation in the alkaloidal contents of a number of commercial samples of the belladonna plaster with rubber base, and it was of interest to note that Pinne in a recent contribution to "Das Augenheilkunde" stated that the mydriatic effect of atropine and scopolamine was identical. Mr. Hallberg said that the main question at issue seemed to be not so much a question of belladonna or scopola as of the U. S. P. plaster vs. the rubber base plaster, which he considered to have no absorptive power whatever, and which was almost a travesty upon pharmacy and an insult to the association to bring into the discussion. He referred to this class of plasters as "India-rubber worthless substitutes." The oleopalmitate of lead was the only proper plaster base. He also pointed to the statistics of prescriptions as showing that physicians no longer prescribed plasters since they could not get the plaster with a lead base. His remarks were endorsed by A. E. Ebert, of Chicago, who condemned the entire line of rubber-base plasters, though he confessed that they were sold, but were sold not to the physicians but to the public. Mr. Williams, the author of the paper on scopola, directed attention to certain incongruities in the statements of Mr. Hallberg, and defended the rubber plaster from the wholesale condemnation of Messrs. Hallberg and Ebert, in which defense he was joined by Messrs. Caspari and Stewart. The paper took the usual course.

The next paper was

A Scheme for the Identification of Organic Drugs.

BY E. H. BARTLEY.

Professor Bartley stated that his paper was incomplete, and he merely presented it as suggestive; and after reading an abstract of the paper he requested to withhold it for completion, a request which was granted by the section.

The next paper was on

A New Process for the Preparation of Spirit of Nitrous Ether.

BY JOSEPH FEIL, PH.G.

This paper is supplementary to a former paper published in The American Druggist July 25, 1899. The author recommends the production of ethyl nitrite in solution in order to avoid loss by volatilization. Sodium nitrite and a large excess of alcohol are introduced into a flask connected with a reflux condenser, the mixture warmed, and sul-

phuric acid slowly added. Heat is applied to complete the reaction, and the product filtered, alcohol being added to reduce to the proper strength. The yield by this process is claimed to be 75 per cent of the theoretical.

The chairman announced that he had just received an abstract of a paper on Pepsin Testing, by George H. Berdrick and L. E. Sayre, which was read by title and referred to the Committee on Publication.

This closing the work of the session, the chairman requested Gustave Ramsperger, of New York, to introduce to the members the newly elected chairman, Frank G. Ryan, of Philadelphia, who in taking the chair made a brief but happy address, thanking the members for the honor conferred, and assuring them of his earnest desire to fill with honor the post which had been occupied by so many able and brilliant men. Mr. Ramsperger also introduced the newly elected secretary of the section, Caswell A. Mayo, of New York, who briefly thanked the members for the honor done him, and assured them that they should have the best services which he was capable of rendering.

A vote of thanks to the retiring chairman, Prof. Rusby, was passed unanimously and with many evidences of heartiness on the part of the members. On motion of Mr. Rusby the thanks of the section was extended to Mr. Mayo for his services as secretary of the association in lieu of the deplorable absence of Prof. Army, after which the chairman of the section, Mr. Ryan, announced that Prof. Francis C. Hemm, of St. Louis, had been selected to act as the associate member of the committee. There being no further business the final session of the Scientific Section was adjourned.

Fourth Day.

Thursday.

No sessions were held this day, practically all the members availing themselves of the hospitality of the Cleveland pharmacists and joining the excursion to that city which left Put-in-Bay at 7 in the morning, returning at 11 in the evening.

Fifth Day.

Section on Education and Legislation.

First Session.

Friday Morning.

The first session of this section was convened at 10.45 on Friday morning, with Chairman A. B. Lyons, of Detroit, Mich., in the chair and Secretary C. B. Lowe acting as recorder of the proceedings. The secretary taking the chair, the first business was the presentation of the

Address of the Chairman.

By A. B. LYONS.

The chairman first directed attention to the wide diversity of the legal regulations governing the practice of pharmacy in the several States and to the desirability of bringing about a uniformity of these regulations. The principal need is, however, not for uniformity of requirement, but revision of defective laws.

The Graduate Requirement.

The chairman recommended the possession of a pharmaceutical degree as a

preliminary requirement for registration by a board. He stated that the requirement should go further and inquire into the general educational qualifications of the applicants.

The author held that the association falls far short of doing its full duty in endeavoring to establish mutual relations between the medical profession and the pharmacist. The work of examining new drugs, devising new forms of medication, etc., are all now carried on by commercial houses for their own profit. It is the province of the association to do this work, and the chairman recommended that the association establish a laboratory for pharmacological research and publish an organ for the dissemination of the knowledge gained in the laboratory. There can be no arcana in the medical profession, and the chairman held a similar principle of ethics in pharmacy.



C. LEWIS DIEHL,
Reporter on the Progress of Pharmacy.

The chairman took up the advertising pages of The Journal of the American Medical Association and commented most severely upon the unethical character of the advertisements in that journal.

The report was referred to a special committee composed of R. G. Eccles, T. D. Reed and A. B. Stevens, and made the special order of business at 3 p. m. The report of the Committee on National Legislation was also referred to the same committee, as were also resolutions offered by S. A. D. Sheppard and Oscar Oldberg concerning graduation as a prerequisite to registration.

C. B. Lowe then presented his report as secretary of the section, giving statistics relating to pharmaceutical legislation. The report was adopted.

The report was commented on by Messrs. Main, Ebert, Hallberg and Mayo. A paper was then presented on

The Framing of a Model Pharmacy Law.

By H. M. WHITNEY.

The author points out that pharmacy laws are made in the interests of the people, and should serve that end. Pharmacy law must then secure (1). Competent persons to manage a drug store; (2). Restrictions regarding the sale of poisons; (3). Judgment and discretion in

the sale of liquors for medicinal use; (4). Proper compliance with the law. It is further pointed out that the A. Ph. A. should now endeavor to do something in this direction which will tend to the advantage and advancement of pharmacy.

The paper was referred to the afternoon session for discussion.

The first session of Section on Education and Legislation was then adjourned.

Section on Education and Legislation.

Second Session.

Friday Afternoon.

Chairman Lyons called the section to order at 3.15 Friday afternoon, and after the reading of the minutes the section proceeded to the selection of officers, C. B. Lowe, Philadelphia, being elected chairman and J. W. Koch, Pittsburg, secretary of the section.

The Committee on the Address of the Chairman, reported through the chairman of the committee, R. G. Eccles, of New York, as follows:

(1) "We consider the method suggested in the chairman's address for the selection of examiners for the various States as excellent in theory but impracticable, for the reason that no national organization could constitutionally receive power to appoint State officers. The chairman himself has pronounced it an ideal, possibly unattainable.

(2) "We concur thoroughly with the chairman in his suggestion regarding legislation upon the shipping without labels of crude drugs.

(3) "In reference to the paragraph regarding a scale of uniform prices, the committee is of the opinion that this is beyond the province of the American Pharmaceutical Association, and if attempted must be accomplished by local organizations.

(4) "The committee approves of the suggestion that the efforts of the Research Committee be directed more in the line of practical pharmacology, and recommend that this suggestion be transmitted to the Research Committee, with the approval of this section.

(5) "The committee agree with the president, and recommend that the section pass a vote to the effect that it is the sense of the association that where private pecuniary interests conflict with the higher good of the profession, the former must be sacrificed.

(6) "It is the opinion of the committee that the establishment of a research laboratory and an organ of publication by this association would be very desirable if the necessary funds could be obtained by an endowment or other sources than the regular revenues of the association, independent of advertisements.

(7) "The committee recommended that that portion of the president's address referring to quackery be referred to the American Medical Association, with the request that it be published in the organ of that association."

The report was debated at some length and finally adopted in practically the above form.

J. H. Beal, of Ohio, was appointed a committee of one to draft a model pharmacy law, have it printed, distributed to the members of the association and the pharmaceutical press before the next meeting of the association, inviting its study and criticism in order that it may be thoroughly and understandingly discussed.



R. G. ECCLES, M.D.,
of New York.

How Can We Manage the Nostrum Evil?

By R. G. ECCLES, M.D.

The author says that secrecy and science are antagonistic, and that secret remedies are a "monstrous evil." He says that while trade-marks are allowable on articles such as flour, hats, collars, &c., it is an insult to the public to grant them to patent medicine manufacturers. After a manufacturer has spent time and money in popularizing an article Dr. Eccles says that the name should become public property. He suggests changes in the trade-mark law which no legislative body is likely to grant.

F. E. Stewart, of New York, presented an abstract of the main features of the report of the Committee on National Legislation, which were debated one at a time.

Henry H. Hynson, of Baltimore, presented a resolution to the effect that no trade-mark should be granted which includes the common, commercial or scientific name or its synonym.

C. S. N. Hallberg proposed a substitute which was lost, as was one proposed by F. E. Stewart. W. S. Thompson moved as a substitute the following:

"Resolved, That the U. S. Government be requested not to register as a trade-mark any word to be used as the generic or specific name of the article itself, and that symbols or figures only be registered as a trade-mark."

The chairman announced as a committee on the labeling of wholesale packages of crude drugs, Leo Eliel, of South Bend, Ind.; Joseph Helfman, of Detroit, Mich., and A. E. Ebert, of Chicago.

The following resolution was proposed by S. A. D. Sheppard and adopted:

"Resolved, That the American Pharmaceutical Association, represented by its Section on Education and Legislation, hereby expresses its approval of the proposition that none but recognized graduates should be received by boards of pharmacy as candidates for examination for registered pharmacists."

The second session of the section then adjourned.

Section on Education and Legislation. Third Session.

Friday Evening.

The third session of the section was called to order by Chairman Lyons at 8.30 on Friday evening. After the reading of the minutes of the preceding session the section proceeded to the discussion of the recommendations of the Committee on National Legislation, the basis of the discussion being a resolution proposed by R. G. Eccles, of New York, approving of product patents.

The resolution was discussed by Messrs. Hallberg, Bartley, Alpers, Stewart, Remington and Ebert. This, together with a resolution proposed by Mr. Hallberg as a substitute, was laid on the table.

The next business was the reading of a paper bearing the title:

A Plea for the Introduction of Doses into the Pharmacopoeia of 1900.

By H. B. MASON.

Mr. Mason says that there are no good reasons why doses should not be introduced into the next Pharmacopoeia, and there are many good reasons why they should. Both pharmacists and physicians want them; they would increase the use



S. A. D. SHEPPARD,
of Boston, Mass., Treasurer of the A. Ph. A.

of the book, and also the prescribing of pharmacopoeial preparations; moreover they would benefit medical science by increasing accuracy and exactness in medication, and they would also give the pharmacist a guide of which he is in need. The Pharmacopoeia would thus be a standard work to which both physicians and pharmacists would turn for help.

The subject was discussed in the negative by Messrs. Ebert and Fennel, and in the affirmative by Messrs. Eccles, Hallberg, Sheppard and Remington, and a resolution was proposed and adopted recommending the incorporation of a table of doses into the Pharmacopoeia. This was followed by two papers by H. M. Whelpley on the metric system, which took the usual course without debate.

Installation of Officers.

A. B. Lowe, of Philadelphia, was introduced as the new chairman, and J. W.

Koch, Pittsburg, as the new secretary of the section and assumed the duties of their respective offices.

Upon motion of Mr. Hallberg, amended by Mr. Mayo, a committee to be named by the chairman of the section was charged with the formulation of regulations specifying the character and scope of the education which should be required as preliminary to the entrance to a college of pharmacy.

Patented Products in the Pharmacopoeia.

Ed. Kremers offered the following resolution:

"Recognizing the therapeutic importance of many patented synthetic products, as well as the necessity of authentic information on these substances, the Section on Education and Legislation of the American Pharmaceutical Association would recommend to the convention for the Eighth Decennial Revision of the U. S. Pharmacopoeia that the fact that a substance is patented be not allowed to stand in the way of its adoption into the Pharmacopoeia if otherwise desirable."

J. M. Good and E. H. Bartley both opposed the adoption of the resolution, because of the lateness of the hour, it being after 12 o'clock, and the comparatively small number present. The resolution was, therefore, laid on the table, and after the passage of a vote of thanks to the retiring officers, the Section on Education and Legislation adjourned sine die.

Sixth Day.

LAST GENERAL SESSION.

Saturday Morning.

The last general session of the forty-seventh annual meeting of the American Pharmaceutical Association was called to order by President Dohme promptly at ten o'clock Saturday morning. The minutes of the previous general session and of the council were presented and approved. The following council committees were announced:

Committee on Membership—H. M. Whitney, Wm. A. Frost, H. M. Whelpley, H. R. Gray, Wm. L. Dewoody, L. C. Hopp, T. Ashby Miller, and treasurer and secretary ex-officio.

Committee on Finance—Charles E. Dohme, Thomas F. Main and C. A. Rapelye.



T. ASHBY MILLER,
of Richmond, Va., Delegate to the A. Ph. A.

Committee on Publication—Chas. Caspari, Jr., C. Lewis Diehl, James M. Good, H. M. Whelpley and Leo Eliel.

Committee on Centennial Fund—A. B. Prescott, Charles E. Dohme and Charles Caspari, Jr.

Committee on Transportation—Charles Caspari, Jr., Baltimore; A. E. Ebert, Chicago; C. A. Mayo, New York; C. M. Ford, Denver; W. J. M. Gordon, Cincinnati; S. A. D. Sheppard, Boston; Burt M. Avery, Atlanta; H. M. Whelpley, St. Louis; William M. Searby, San Francisco; Charles T. Heller, St. Paul; A. K. Finlay, New Orleans, and T. A. Miller, Richmond, Va.

Auditing Committee—Charles A. Rapelye, T. R. Shannon and P. W. Newton.

No Advertisements.

The minutes showed that the council had passed a resolution to the effect that no advertisements should be solicited or accepted for any publication issued by or in the name of the American Pharmaceutical Association, and that the general secretary had been instructed to read a copy of this resolution to each local secretary when officially notifying him of his election, and to also send copies of the resolution annually to the several pharmaceutical journals.

W. S. Thompson, chairman of the committee appointed to procure and present a suitable badge to Geo. W. Kennedy, secretary of the council, in commemoration of the completion of the twenty-fifth year of continuous service as an officer of the association, presented to Mr. Kennedy, with a few feeling words, a handsome gold badge bearing a suitable inscription.

On motion of Mr. Hynson, the Committee on Publication was instructed to investigate the advisability of changing the form of publication of the report and proceedings of the association to a monthly instead of an annual volume, as at present.

On motion of Mr. Diehl, of that committee, the members of the association were invited to favor that committee with their opinions and suggestions.

The Committee on National Formulary was instructed to prepare an addendum to the National Formulary.

Congratulations to E. R. Squibb.

The following resolution prepared by Jos. P. Remington, in compliance with the instruction of the council, had been adopted by the council and appeared in the minutes of that body and was printed and adopted by the general session:

"The American Pharmaceutical Association, desiring to express its high appreciation of the distinguished services of our eminent member, Edward Robinson Squibb, M.D., to American Pharmacy, and in commemoration of the eightieth anniversary of his birth, July 4th, 1899, offers to him its most hearty congratulations. His long and arduous labors for the advancement of pharmacy, his high standards of professional practice, and his unselfish devotion to the highest ideals, have endeared him to every member. That many years of usefulness and continued good health may be vouchsafed to our honored member is the unanimous hope and wish of this association."

Reports of various committees were read and adopted.

For the Paris Exposition.

Caswell A. Mayo, New York; C. S. N. Hallberg, Chicago; T. D. Reed, Mon-

treau; K. R. Foston, Dallas, Tex.; S. A. D. Sheppard, Boston, and Charles Caspari, Jr., Baltimore, were named a committee for the Paris Exposition.

Resolutions were passed directing the attention of manufacturing pharmacists to the advantages accruing from the sending out goods in packages based on the metric weights and measures.

The reports of various delegates were presented and referred to the Committee on Publication.

In the report of the Committee on the Status of the Pharmacist in the Army, Navy and United States Marine Hospital Service, which was presented by the chairman, George T. Payne, Atlanta, reference was made to the dinner to be given to the pharmacist of Dewey's flagship by the druggists of New York, during the reception to be tendered the Admiral by the city of New York.

The committee's report was received and adopted, after discussion by Messrs. Ebert, Hallberg, Mayo and Payne.



JOSEPH JACOBS,
of Atlanta, Ga., Retiring Chairman of the Committee on Commercial Interests of the A. Ph. A.

The report of the Committee on President's Address was presented and adopted, including the recommendation that the salary of the general secretary be increased from \$750 to \$1,000 annually.

Doses and Proprietaries in the U. S. P.

J. M. Good offered the following resolution, which was adopted:

"Resolved, That it is very desirable to increase the scope and usefulness of the U. S. Pharmacopoeia and make it more popular with physicians and pharmacists.

"Resolved, That the American Pharmaceutical Association respectfully asks the convention of 1900 for the revision of the U. S. Pharmacopoeia, to introduce every feature that can properly be used to increase the use of the Pharmacopoeia by every physician and pharmacist in the United States."

A vote of thanks to the local secretary, the local committee and the manager of the Hotel Victory was proposed and

adopted, and the newly-elected officers were duly installed, and the meeting finally adjourned at 1.30 p. m.

ENTERTAINMENT.

The peculiarly isolated location of the place of meeting rendered the task of the local secretary and of the Entertainment Committee a particularly onerous one, but, thanks to the energy, the cordiality and the liberality of the members and pharmacists residing in Cleveland and other nearby towns of Ohio, there was no deficiency in the entertainment for the members. The reception of the president, which was held in the ladies' ordinary of the hotel on Monday evening, served to bring together those members who had not previously met each other, and, as usual, concluded with dancing, which lasted until a late hour. Wednesday evening, that evening being left vacant by reason of a change in the time of meeting of the Scientific Section, was devoted to a most entertaining programme.

On Thursday the members and visitors to the meeting were the guests of the Cleveland druggists. The entire party left Put-in-Bay at seven in the morning, arriving at Cleveland about noon, taking a drive in carriages about the city, dining at the Hollenden at three in the afternoon and returning to Put-in-Bay in the evening.

A large number of the members remained over until Sunday afternoon, when they took a steamer to Detroit as guests of Parke, Davis & Co., until Monday afternoon, when the steamer returned to Put-in-Bay for such as cared to return, though the majority made their way home by rail from Detroit direct.

This scanty notice does not do justice to the social pleasures placed before the members, nor to the untiring efforts of Mr. Hopp, Mr. Voss, Mr. Feil and their associates on the local committee, but pressure of time and limitations of space prevent a more accurate and satisfactory reference to this feature of the meeting.

F. J. Cheney Addresses the A. Ph. A.

F. J. Cheney, of Toledo, of the F. J. Cheney Company, addressed the American Pharmaceutical Association, sitting at Put-in-Bay, on a subject of considerable interest, and was listened to with respect and attention. We regret that lack of space prevents our printing his remarks in full. The substance which we give below will, however, give some idea of the scope of his remarks:

There are 236 manufacturers of proprietary medicines in the United States, whose aggregate expenditure for advertising exceeds \$20,000,000. In all their advertising, circular, bill-board, street-car, house-to-house booklets, space in the dailies, weeklies and monthlies, the following legend is to be distinctly noted: "Sold by all retail druggists."

There are 70,000,000 people and 40,000 druggists in the United States. The proprietary medicine men are spending their money to bring the 70,000,000 into the 40,000 stores. This is work which should certainly be appreciated by the drug trade in a practical and helpful spirit. It does not seem quite fair that some druggists, in view of what is being done for them every year, should still resort to the questionable method of diverting the sale from the advertised article to "something just as good."

News of the Drug World.

A BLOW AT ST. LOUIS DRUGGISTS.

Whaley Law Helps Cutters.

J. S. MERRELL DRUG CO. DEFY THE LAW.

St. Louis, Sept. 5.—The druggists' combine of this city seems to be practically broken. On the 21st day of August the Whaley Anti-Trust law went into effect, and since that day the so-called radical cutters of this city have been able to purchase all the goods they desired from at least two of the local wholesale drug houses. For several months previous to that date they were unable to secure any supplies in this market. Theo. F. Meyer, vice-president and general manager of the Meyer Bros. Drug Co., told your correspondent that they had consulted their attorneys upon the subject and had been advised that they could not refuse to sell to these certain cutters, on the ground that they did not belong to the local organization, without violating this new law and laying themselves liable. Mr. Meyer said that they fill all orders coming from these druggists provided they were accompanied with the price of the goods, but that they were in no way soliciting their trade.

At the Moffit-West Drug Co. your correspondent was told practically the same thing as the Meyer Bros. Drug Co. had stated. They are filling all orders for these cutters if they are accompanied with cash, but are not soliciting their trade. They feel that they are obliged to recognize the orders or lay themselves liable to the penalty of violating this law.

Will Not Sell to Cutters.

At the J. S. Merrell Drug Co. your correspondent was informed that they had positively refused to fill any orders sent in by certain druggists in this city, most conspicuous among these being the four downtown druggists known as the aggressive cutters. They maintain that they have a right to sell their goods to whom they please, and to refuse any orders they see fit to. They would not commit themselves as to why they would not sell to these certain druggists, intimating that that was their own business.

Cutters Jubilant.

Your correspondent called at the Wolff-Wilson Drug Co., Judge & Dolph Pharmaceutical Co., The Anti-Monopoly Drug Co. and Raboteau & Co., the four aggressive cutters. They all seemed highly elated to think the combine was broken, as they stated it, and said they could now purchase all the goods they pleased from two of the three local wholesale drug houses. When asked what they thought about the stand taken by the J. S. Merrell Drug Co., they all said they were not certain whether or not this

could be called a violation of the law so long as the firm refused to give their reasons for not selling to certain parties. None of them seems to care very much, just so long as they can get their goods without so much inconvenience as they had been put to for several months past.

St. Louis Druggists Not Discouraged.

The officers and members of the St. Louis Apothecaries' Association are not discouraged by any means. They firmly believe this new law will be proven unconstitutional; and believe there are ways of accomplishing their aim even in spite of the law. The first thing they will do is to attend to their damage suit

which will come up in October, and their future actions largely depend upon the outcome of this suit.

To Dine Dewey's Apothecary.

At a meeting of the Executive Committee of the Manhattan Pharmaceutical Association, which was held at the College of Pharmacy of the City of New York on Friday, September 8, arrangements were perfected for a participation in the celebration in honor of Admiral Dewey, which has been arranged by the Dewey Executive Committee of the City of New York, and a committee of three was named with power to provide for a reception and banquet for Alrik Hammer, the apothecary of Admiral Dewey's flagship and the apothecaries of Admiral Sampson's escorting fleet. A. C. Searles, the chairman of the Executive Committee, appointed the following committee, who were instructed to invite a participation on the part of local and State pharmaceutical associations throughout the country: Thomas J. Keenan, chairman; Chas. S. Erb and S. V. B. Swann.



CHICAGO VETERAN DRUGGISTS' ASSOCIATION ON THEIR MILWAUKEE OUTING.

One of the objects of the Chicago Veteran Druggists' Association, aside from its social features, is the collection and compilation of a historical record of pharmacy of early Chicago, and its preservation for the future by committing it to the care of some institution like that of the Historical Society of Chicago. To accomplish this object and to have it historically correct will require the aid and co-operation of those who possess a recollection of the drug trade of Chicago prior to the big fire in 1871.

Information concerning the organization and its plan of work may be had by addressing the historian, Albert E. Ebert, 426 State street, Chicago.

Meeting of the Clerks' Association.

A meeting of the Pharmaceutical Clerks' Association was held at the College of Pharmacy on Wednesday, September 6. President C. W. Deitz occupied the chair and E. A. Keefer recorded the proceedings. After the minutes of the preceding meeting had been read and approved six candidates were elected to membership, viz.: Ira E. Belfry, H. Bacon, Hans Pointner, George Nieman, F. W. Trowbridge and Morris Zucker.

A proposition made by a publisher named Freund to publish a book or pamphlet similar to a recent publication of Edw. Thimmes "League," and to pay the association for the advertising which he should solicit was laid before the association by the secretary. It was decided not

to take any action on the proposition at present.

Some business of a routine character was discussed after this, and the meeting adjourned.

Special Meeting of the New Jersey Association.

President W. C. Alpers, of the New Jersey Pharmaceutical Association, has issued a call for a special meeting of the association to convene at Arcanum Hall, 215 Broad street, Elizabeth, N. J., on Wednesday, September 20, at 2 o'clock p. m. The special meeting has been asked for by twenty-nine members of the association to take action on the advisability of the association joining the National Association of Retail Druggists.

NEW YORK CITY.

The J. B. Glenn Company, of New York City, has been incorporated with a capital of \$15,000 to deal in drugs. Directors—Joseph B. Glenn and Henry Lehman, of New York City, and Charles E. Kubsamen, of Newark, N. J.

On July 1 Alexander H. Revell & Co., of Chicago, opened an office in the Postal Telegraph Building, at Murray street and Broadway, where J. H. Bartlett will show specimens of their work in show cases, store fittings, etc., to the New York drug trade.

The residents of Broome street are much worried over the escape of a big pine snake which Timothy Kahn, a druggist, had purchased for advertising purposes. The snake, which measures over six feet in length, arrived at the store a few days ago, and Mr. Kahn at once proceeded to paint signs stating that it was a very deadly snake. When he went to fetch the reptile it had gone, no one knows where, and Mr. Kahn is spending all his time now trying to persuade the Eastsiders that the snake is absolutely harmless.

Felix Oertel, a druggist of 2631 Eighth avenue, who has been despondent lately, sent his wife out on an errand early in the morning of Sept. 1, and while she was away took two grains of morphine. When Mrs. Oertel came back he sent her out again at once. He then stabbed himself thirty times with a penknife in the breast and side, once over the heart. Oertel was taken to the hospital, where the surgeons said that it was possible, but not probable, that he would recover. The wife said she did not know why Oertel had tried to kill himself.

Dr. Richard C. Flower, a wealthy patent medicine man, has brought suit for \$25,000 for false arrest against the County Medical Society. Through the aid of their star detective, Mrs. Caroline Westphalen, Dr. Flower alleges that the society had caused his arrest and arraignment before Magistrate Olmstead last July on the charge of illegally practicing medicine. Dr. Flower was discharged in court, as there was no evidence against him. The answer of the society to Dr. Flower's complaint was due Thursday, and the society, not having answered, is in default.

W. Hull Wickham, of McKesson & Robbins, is in a fair way to recover from injuries sustained by falling against a plate-glass partition in the home of William S. Pyle, in Irvington, N. Y. About 3 o'clock in the morning he went to the conservatory to pick a bouquet for one of the ladies. As he came to the door he struck his foot against an obstacle and plunged forward, his head striking the door violently and breaking the glass. Dazed by the shock he stopped a moment, when a large piece of the broken plate glass fell down upon his face, cutting him severely about the nose and chin. Two doctors were called, who dressed his wounds.

Vindication has come to Otto von Besser, in whose pharmacy at No. 915 East 149th street is located sub-station No. 71 of the New York Post Office. He has received from Postmaster Van Cott the following notice: "I have to inform you that the Department has authorized the continuance of the sub-station in your premises." Some time ago someone informed the Department that von Besser was paying his bills in postage stamps, which is against the law. It was stated that von Besser was doing this in order to have a record of selling stamps, so that he would be placed in a higher grade in the classified list, which means a larger salary. He has been vindicated by the Department's investigation, as the notice from Postmaster Van Cott indicates.

THE ALUMNI OUTING.

The entertainment committee of the Alumni Association of the New York College of Pharmacy has issued an announcement of the fall outing and games to be held at Lohbauer's Bay View Villa Park, Westchester, N. Y., on Wednesday, September 13. An interesting programme of athletic events, bowling, shooting and dancing has been arranged, and prizes will be awarded in the first three events. The rifle gallery will be in charge of the intrepid, fearless colonel of zouaves, "Willie" De Zeller, of Seabury & Johnson. Bowling for prizes will be conducted under the auspices of the Retail Druggists' Bowling Association, George E. Schweinfurth, president, and all members of the association are invited to participate. Dinner at \$1 per plate will be served at 6 p. m. The athletic sports are timed to begin at 2 o'clock in the afternoon.

Lehn & Fink Sued for \$10,000.

Lehn & Fink, wholesale druggists, 128 William street, New York, are defendants in a suit brought by Fries Brothers, man-

ufacturing chemists, 92 Reade street, to recover \$10,000 for alleged libel. Fries Brothers are the agents for Rhodinol II., a synthetic substitute for the natural oil of rose, and a statement derogatory to the product made by Lehn & Fink, in a letter to a customer in Pittsburg, is made the basis of the suit.

When Albert Plaut, the senior partner in the firm of Lehn & Fink, was seen by a reporter of The American Druggist, he refused to be interviewed. "We prefer," he said, "to say nothing about the case for publication at the present time. We shall do all our talking in the court, if it ever comes to trial."

WESTERN NEW YORK.

Buffalo, Sept. 6.—At the annual meeting of the Erie County Pharmaceutical Association, held in Buffalo August 28, George Reimann was elected president for a second term, and the following additional officers: First vice-president, John Tilma; second vice-president, G. B. Rogers; secretary, J. A. Lockie; treasurer, J. L. Perkins; representative to the National Association of Retail Druggists, to be held in Cincinnati next month, Thomas Stoddart; trustee, five years, H. J. Dimond.

A Christian Science Victim.

There is a new Christian-science case in Buffalo before the former one has been settled. The eight-months-old daughter of Mitchell Gillespie having been taken with convulsions Dr. Meahl was called but did not arrive till after death took place. He saw no reason for suspecting anything unusual and gave a death certificate, stating that the child died of convulsions. It came out later that the child had been attended by a Mrs. Hagar, a Christian-science healer, and the department of health is making a big stir about it. The body has been exhumed and turned over to the city coroner, and an inquest is to be held.

ILLINOIS.

Chicago, Sept. 7.—Chicago wholesale drug dealers report a big business for August, and are looking forward to a tremendous fall and winter trade. The sales of the seven months of the year have been a record breaker for this market. One of the leading wholesale establishments reports having worked from 50 to 75 men in its operating departments two nights last week.

For the Meeting in 1900.

The next annual meeting of the Illinois Pharmaceutical Association will be held in Chicago about the first of June, 1900. Charles Mathews, manager of the Chicago branch of Sharp & Dohme, has been appointed a member of the Committee of Arrangements for the meeting. His associates on the committee are John S. Hottinger, Walter H. Gale, John J. Straw, Andrew Scherer and George R. Baker, of Chicago; W. W. Sawyer, of Rockford, and W. H. Schmiedeskamp, of Quincy.

How Druggists Are Assessed.

Chicago drug houses did not escape the assessors, as the following list will show. There has been more of a stir in Chicago

this year over taxes and assessments than for years past, owing to the operation of a new law, and the druggists have come in for their full share of the general increase in taxation. The first column shows the estimates of the assessors, and they appear modest in comparison to the figures finally settled on by the Board of Review, but the first column is, after all, the most radical, for it shows increases of several thousand per cent on what the same houses have previously paid.

The list is as follows:

DRUGGISTS.	Assessors' valuation.	Board of Review valuation.
Fuller & Fuller Company.....	\$230,000	\$200,000
Morrison, Plummer & Co.....	273,324	200,000
Lord, Owen & Co.....	85,000	100,000
Robert Stevenson & Co.....	42,100	100,000
Peter Van Schaack & Sons.....	51,673	75,000
Searle & Hereth Company.....	23,400	50,000
Sharp & Dohme.....	4,550	10,000
J. D. Zernitz Company.....	7,463	10,000
D. R. Dyche & Co.....	6,782	10,000
Dale & Sempill Company.....	2,110	9,000

CHEMICALS.

Chappell Chemical Co.....	\$75,000	\$94,000
Stein, Hirsch & Co.....	34,000	40,000
E. J. Abel.....	1,550	15,000
Stearns-White Co.....	6,500	15,000
M. B. Butler Chemical Co....	550	5,000

OBITUARY.

W. M. STROTHER.

W. M. Strother, president of the Strother Drug Company, of Lynchburg, died at his home in that city on August 22, aged 43. The deceased was identified with the wholesale drug trade of Virginia nearly his entire life.

WILLIAM J. KOUNTZ.

William J. Kountz, son of Commodore W. J. Kountz and author of the popular "Billy Baxter" letters which are being used to advertise "Red Raven Splits," died at his home in Allegheny City, Pa., on August 18, at the early age of 32, after a busy and successful business career.

A. S. VON WALDHEIM.

Anton Schuere von Waldheim, president of the Gremium of Pharmacists of Vienna and vice-president of the Austrian Pharmaceutical Society, died on Sunday, August 13, in his 70th year. Herr von Waldheim was elected an honorary member of the American Pharmaceutical Association in 1871. He was widely known by reason of his connection with the scheme for publishing an international pharmacopoeia.

JOHN STOWELL.

John Stowell, a well-known Charlestown pharmacist, died at his summer home, "Meadow Cliff, Pigeon Cove," Mass., on August 25. He had been very ill for six weeks, and his death was not altogether unexpected.

Mr. Stowell was born in Boston 77 years ago, and since he was 12 years old he has been engaged in the drug business. As a boy he entered the firm of Samuel Kidder & Co., of Charlestown. He was director of the Warren Savings Bank, Charlestown, for many years. He was also a member of the 999th Artillery Association, the Charlestown Club, and had been connected with the Boston Druggists' Association for many years.



Our Portrait Gallery.

[Contributions for this column are invited. For available articles dealing with the news of traveling salesmen payment will be made.]



V. D. TAYLOR,

Traveling representative of the Norwich Pharmacal Co., Norwich, N. Y.

Mr. Taylor, who is now fifty-two years old, was born on a farm in the town of Richford, Vt. After graduating at the public school in Montgomery, Vt., he took up farming as his occupation and continued in it until 1887. Mr. Taylor first showed his ability as a salesman with the A. L. Bailey Music Store, of St. Johnsbury, Vt. Two years ago Mr. Taylor became connected with the Norwich Pharmacal Co., and, although he had never been in the drug business, he was never "phased," and his order book shows that the druggists and physicians in Vermont are convinced by "good old Yankee arguments," and that they have the confidence in him which he deserves. On April 1 the twenty odd salesmen employed by the Norwich Pharmacal Co. entered in strong competition for a prize offered to the salesman selling the most of their specialties, which embraced fifteen articles, among their leaders being Unguentine and its adjuncts, Urethral Crayons, Alum Compound, Vaginal Pessaries and Haemorrhoid Cones. When the contest closed on July 1, Mr. Taylor found that his Vermont friends, who were loyal to him and believed in progressive, modern treatment, had placed him at the head. His wife, daughter and son reside in Richford, Vt. His oldest son is a pharmaceutical salesman in Texas, and another son is a Custom-House official in Toronto, Canada.

BUFFALO.

The traveling fraternity in the drug trade is back again, for the most part, with vacations past and a good season in prospect. Among those with us this week is W. Willet Jones, representing Frederick Stearns & Co., of Detroit, whose good qualities as a salesman are neatly foreshadowed by his advance announcement, which represents a hand holding his business card.

Victor Klotz, the Paris perfumer, with the well-known Ed. Pinaud trade-mark, sends us his able salesman, G. A. Fuller, who has just gone his ways after booking a goodly amount of business.

It is the holiday season already with the manufacturer, as the advance notice of J. C. Antrim, who travels for Lazell, Dalley & Co., has already

reminded us. He was in Buffalo during the last half of August.

J. P. Jones, who travels in the interest of Sharp & Dohme and still pays the freight, did not call last month, but showed his business activity by soliciting by mail orders for his famous "rabbit foot."

H. J. Fernald, who represents the perfumery manufacturing house of the C. B. Woodworth Sons, of Rochester, also announces a new line of holiday goods. He has just made the Buffalo round.

The old stand by, Macy, and his voluminous order sheet, with which he scoops in business for Dodge & Olcott, closed the hot month in the city and went on his way rejoicing, as usual.

A. C. Fay, special representative of Dabrook's perfumes, Detroit, has been with us lately, looking after business, which appears to come his way without much difficulty.

All the members of the drug trade are especially pleased to entertain John H. Santee, with Solon Palmer's toilet soaps, as he goes among the retailers and sells only to the trade. He has just been here.

ROCHESTER.

H. E. Jones has been in town with a line of new formulas from Bristol, Myers Co.

C. Quackenbush, who travels for R. J. Waddell & Co., has been doing good work here for that firm during the past week.

Wayte A. Raymond, representing the two firms, Alfred H. Smith and Schieffelin & Co., was around the first of the month as successful as ever in securing orders.

Geo. Davis brought with him sponges and chamois skins of first-class quality on his last visit from Loudon & Hill.

H. L. Gillette, representing the Acme Medicine Co., has completed a prosperous call upon local firms.

Frank L. Williams, in whom the Tyer Rubber Co. has a first-class salesman, was another caller who went away satisfied with his last visit.

Cecil Jarvis, for T. M. Duche & Sons, is expected in a short time. Also S. F. Davis, representing the old firm of Wm. H. Horn & Bro.

Robert Service and W. F. Sohni seem determined that the kissing bug shall not die a natural death. The new species, of which they claim the distinction of being the inventors, is composed of wire, rubber and paste-board, and is a wild, inhuman affair. When the druggist opens the paper containing the specimen and this "Melican butterfly" leaps out of his hands with a loud whizz, if his hair does not rise to the occasion it is because he is bald-headed. The druggist is always an amusing, and often a pathetic object, in his first attempt to comprehend the situation.

BOSTON.

The late Fred A. Foults had a goodly number of friends among the drug trade of New England, as early in life he spent many years on the road. Mr. Foults was only 41 years old, but was always constant in his devotion to business, and by his industry and integrity had succeeded in accomplishing more than most men do who live to a greater age.

R. G. Callmeyer has been calling on the different dealers in the interest of Warrick Freres in the matter of essential oils.

E. Bensinger is a new comer. He talks sponges artistically for Smith, Klein & French, of Philadelphia.

W. Townley Case has been searching for orders for Boehringer & Soehne, and it is said that he found the crop satisfactory.

J. E. Thompson looks after city orders for the Western Chemical Co., of the Hub. He is an adept at placing goods.

T. M. Stewart was a recent caller. He came to tell the trade about thermometers for R. Hoeft & Co., of New York.

W. H. Corliss is resident manager for Dodge & Olcott. He visits the trade frequently in the interest of his firm.

H. Lehrburger comes to this city often. He is considered an expert in essential oils and is always successful in placing goods for Lehrburger Bros., of New York.

W. H. Lowe has been looking after his business fences. He has many friends in this city and books many orders for Fries Bros.

No drummer comes to this city with greater frequency than does Rudolph Wirth, and he enjoys a marked degree of popularity among the trade. He was here recently and sold his usual quota of goods for E. Fougera & Co., of New York.

A number of the Hub's salesmen took their vacations last month, and judging by their selection of a place the Pine Tree State must be the proper location for rest and a good time. C. H. Perry, who travels for Cutler Bros., went to Pemaquid; G. R. Coyle, who does such good work for F. M. Keeler & Co., of Franklin street, went to Boothbay Harbor, and there he found "Tom" Mullen, who represents Carter, Carter & Meigs, and party. Mr. Mullen had a number of his friends with him, and they have since voted the vacation, under the genial "Tom's" management, a huge success.

PHILADELPHIA.

Clarence Elston, the handsome and accomplished salesman for Hance Bros. & White, has temporarily laid aside his church work to enjoy the ocean breezes at Atlantic City.

The Emerson Drug Co., of Baltimore, through its hustling resident agent, T. S. Askew, is putting some handsome show cases to all its customers who buy \$20 worth of bromo seltzer, and Mr. Askew may be seen early and late delivering the cases and dressing the windows.

We are glad to notice that the consummation of the chewing gum trust has not caused any change to be made in the resident agent of Adams & Sons Co. Mr. Goodwin is a Philadelphian and a hard worker who always has the interests of his employers in view.

D. E. Bransome, the chief "hustler" for Johnson & Johnson, has returned from a pleasant little vacation spent at Doylestown, Pa.

William Croasdale, formerly with the Philadelphia Drug Co., has secured a position with Shoemaker & Busch, of this city.

CINCINNATI.

P. J. Deiner, representing Gersdendorfer Bros., was in town recently.

A recent visitor to the drug trade was G. W. St. Clair, representing Johnson & Johnson, of New York.

George M. Smythe, a clever Philadelphian, was here recently in the interest of John M. Maris & Co.

J. F. Churchman was in town recently with a full line of Garwood's perfumes (Schandain & Lind, Philadelphia). His business is said to have been good.

Gus Danzinger, the hustling young salesman with the Stein, Vogeler Drug Company, has just returned from a successful trip in Indiana.

A nice line of druggists' sundries was shown here recently by Joseph Levy, representing S. Scheuer & Co., of 368 Broadway, New York.

E. M. Levy paid the Queen City a visit lately with a nice line of thermometers and other things made by the R. Hoeft Company, of Chambers street, New York.

CHICAGO.

Robert H. Cabell, manager of the extract department of Armour & Co., Chicago, has returned from a business and pleasure trip to Gotham. Mr. Cabell mapped out the fall campaign with his eastern travelers and rested his active brain and body at several of the popular coast resorts.

Harold Sorby, United States and Canadian manager for the Pasteur Vaccine Co., is in New York in attendance upon the annual meeting of the American Veterinary Medical Association.

Geo. S. Wright, the clever hustler for the Malinckrodt Chemical Works, of St. Louis, has just returned from a successful business trip to Milwaukee and St. Paul.

Geo. Burns, the chief accountant in Sharp & Dohme's Chicago branch, has returned from his vacation, which he spent at Mackinaw.

A. E. Remick, manager of the Chicago branch of W. R. Warner & Co., is at State Line, Wisconsin, on a fishing trip. The story of his big catches will be edited by Truthful James, of the "Times-Herald."



Review of the Wholesale Drug Market.

It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.

NEW YORK, Sept. 11, 1899.

Condition of Trade.

CONTINUED activity is the feature of the market. The demand for all lines is above the average, and an excellent business is in progress with the outlook for a profitable fall season very encouraging. The fluctuations of the period have extended over different departments; the most notable in the interval being an advance in manufacturers' quotations for cocaine. The new price is .75c. higher, a radical advance, prompted, no doubt, by the extreme scarcity of crude material and leaf. Natural and artificial oil of sassafras have advanced in line with the prediction made in this column some time ago. With the rigid control now exercised by the Japanese Government over the production of camphor, the output of crude camphor and camphor oil is considerably restricted, and as the last named is the source of artificial oil of sassafras the price of that article may go higher. No important developments have transpired since our last in regard to either opium or quinine. Following upon the bark sale at Amsterdam on the day of publication of our last report, the price of quinine has been reduced by both foreign and domestic manufacturers, and the old range of 28c. to 30c. is again quoted. The demand for opium is light and speculative interest in the drug is wholly lacking. The movement in essential oils has been brisk and higher prices prevail on most lines. As regards the fluctuations during the interval, such changes as have occurred are mostly in buyers' favor, and the general market is active with a steady distribution into channels of consumption. Crude drugs are maintained with noticeable steadiness, and the tendency is towards a higher range. We tabulate the more important price changes below.

HIGHER.

Cacao butter.
Spermaceiti.
Cocaine muriate.
Cuttlefish bone.
Ergot.
Ergotine.
Narcotic herbs.
Oil cassia.
Jalap.
Senega.
Valerian.

LOWER.

Cinchonidine.
Naphthaline.
Oil anise.
Quinine.
Sarsaparilla, Mexican.
Spirits turpentine.
Linseed oil.

DRUGS.

Acetanilid is in fair consumptive demand, and values are unchanged at 23½c. to 25c.

Alcohol is maintained firmly at the range of \$2.44 to \$2.46 for grain and 75c. for wood.

Arnica flowers continue to offer within the range of 7½c. to 8c., but important interest in the article is lacking and sales are making to fill current requirements only.

Balsam Copaiba is in slightly better supply, and values are easier for Central American, with the sales at 36c. to 38c.

Balsam Fir, Canada, is without change; jobbing sales at \$1.90 to \$1.95.

Barks—Cascara continues in limited request, but values are well maintained at the previous range of, say, 5c. to 6c. Black haw is scarce and firmer, with 8½c. to 9c. now quoted, an advance of 2c.

Buchu leaves, short, are held and selling fairly, in a jobbing way, at 16c. to 19c.

Cacao butter is firmer in tone, and quotations are higher, 12-lb. boxes being held at 40c. to 42c. and bulk 37c. to 39c.

Cinchonidine sulphate has receded a notch or two in the interval, and holders offer more freely at, say, 28c. to 32c.

Cod liver oil is in fair demand, and the market is steady at the old range of \$20 to \$22. European markets are reported 25c. per bbl. higher.

Coca leaves continue in demand and scarce, with Truxillo quoted 20c. to 22c. and Huanuco 23c. to 25c.

Cocaine muriate is higher in sympathy with the price of leaf and crude cocaine, supplies of which are greatly restricted. Manufacturers of the salt announced an advance of 75c. per ounce on the 9th inst., and the present range of values is \$5.20 to \$5.45 for bulk and ounce lots, respectively. On 100-ounce lots N. Y. Q. quote 25c. per ounce less. Increasing scarcity of crude material, the manufacture of crude cocaine having been practically abandoned in South America, together with a scarcity of the leaf, are referred to as the causes of this recent sharp advance in price.

Cuttlefish bone continues to appreciate in value and the tone of the market for this article has been firm throughout the interval, sales of Trieste at less than 17c. being the exception, while 18c. to 21c. is the popular quotation.

Colocynth apples are offered more freely, but the trade requirements are limited and sales have been made down to 31c., with 31c. to 36c. generally quoted.

Ergot is maintained in firm position and the stock is held under good control, with recent sales at 45c. for German and 55c. for Spanish. The market position of this article is attracting the attention of dealers. Stock in the hands of wholesalers is light, and there appears to be a dearth of information regarding new crop. Little ergot has been grown in Russia this year on account of the famine and a drouth which prevailed from April till June. No new Spanish has been offered so far, although the crop is usually sent to market this month. The future position of the article is problematical, and the market reporter of our well-informed contemporary, the "London Chemist and Druggist," is unable to hazard a prediction.

Menthol is inactive, with the range of the market remaining \$2.40 to \$2.50 as to quantity and holder.

Opium finds an exceedingly slow sale, both from importers and dealers. Buyers evince no disposition to purchase in quantity lots, and such sales as are mak-

ing are for small lots, and there are no new features of interest to report. Values are fairly well sustained on the basis of \$3.15 to \$3.20 for case lots. Jobbing quantities, in which the bulk of the business is being done, are being held at \$3.20 to \$3.25. Powdered is in fair request and steady at \$4.10 to \$4.15.

Quinine was reduced in price 4c. by both foreign and domestic manufacturers following upon the decline in the price of bark at the Amsterdam sales on the 24th ult. There has been more of a pressure to realize apparent since our last, and the market has an easier appearance. The demand continues light, with domestic brands held at 28c. to 30c. from the hands of manufacturers, though outside holders quote 26c. to 27c.

Saffron continues to offer at 9½c. to 10c. for American and Spanish, Alicante and Valencia \$5 to \$10.50, respectively.

Tonka beans are in fair consumptive demand, and the market is steady at 65c. to 80c. for Angostura and 15c. to 20c. for Para.

Vanilla beans are well sustained, and sales are reported of whole Mexican at \$11 to \$15, and cut \$9.25 to \$9.50.

DYE STUFFS.

Few changes have occurred in the dye market since our last report. The volume of business has been fairly large, and the tone of the market is firm, with, however, no important price fluctuations.

CHEMICALS.

Arsenic, white, is firmer, and ordinary brands are now quoted 4½c. to 5c. Red Saxony is held at 8c. to 8½c.

Alum is maintained in firm position, and supplies are offered sparingly at the higher range of \$1.75 to \$1.85 for lump and \$1.85 to \$1.95 for ground.

Bleaching powder reflects a higher tendency, owing to a slight scarcity of high-test stock for prompt delivery. We quote the range at 1.65c. to 1.75c. as to brand and quantity.

Boric acid is in demand, with sales at 11c. to 11½c. for crystals, and 11½c. to 12c. for powdered.

Brimstone, crude seconds, is firmer, owing to increased buying and \$20.75 is now quoted.

Carbolic acid is dull and prices are irregular, though bulk crystals are generally held at 15½c. to 17c., and bottles 22c. to 23c.

Chlorate of potash is held and selling in a jobbing way at 9½c. to 9¾c. for crystals and 10½c. to 10¾c. for powdered.

Cream tartar is without new feature of interest. The demand at present is slack and sales are making at 23½c. to 23¾c. and 23¾c. to 24c. for crystals and powdered, respectively.

Citric acid offers more freely, and there is more of an apparent effort to realize on the part of holders. Second hands quote 40c. to 40½c. for bbls. and kegs, and Sicilian 38½c.

Oxalic acid offers freely at 8½c. to 6½c., and several jobbing sales have been made at the inside quotation during the fortnight.

Picric acid is offered more freely, owing to a larger output, and quotations have been reduced to 22½c. to 24c. as to quantity and quality.

Tartaric acid is offered at 31½c. to 32c. for crystals and 32c. to 32½c. for powdered.

Quicksilver is in good demand, with sales at 61c. to 62c.

ESSENTIAL OILS.

Anise is in better supply, and with a lessened inquiry dealers are free to quote a shade below previous quotations, or, say, \$1.50 to \$1.52½.

Cassia is without new or interesting feature; the tone of the market is easier, and the quoted range is 95c. to \$1.10, according to quality and quantity.

Cajuput is held with increased firmness at 55c. to 60c.

Camphor is scarce and held at an advance, 7½c. being generally quoted.

Clove is easy in tone and recent sales have been at 50c. to 55c.

Lemon is in moderate request, with best brands held at 80c. to \$1.

Orange is dull and recent jobbing sales have been at \$1.75 to \$1.85 for sweet and \$2.55 to \$2.70 for bitter.

Peppermint attracts no attention at the moment, and prices are ruling at the previous range of, say, 85c. to 90c. for Western in tins; 90c. to \$1 for New York State oil and \$1.10 to \$1.20 for cases.

Pennyroyal is in light supply, and values are firmer at \$1 to \$1.10 as to quantity and brand.

Sassafras, artificial, is in improved position, and dealers are advancing their quotations on both this and the natural oil. 33c. to 34c. is generally named for natural; artificial held at 28c. to 30c. for sp. g. 1.070.

GUMS.

Aloes, Curacao, has sold moderately well in a jobbing way during the interval and values are well sustained at 3½c. to 4c.

Asafetida continues held at 18c. to 23c. for good to prime; common quoted 13c. to 16c.

Camphor is only in limited demand, but the tone of the market continues firm in view of the lessened production and restrictions on the output. Quotations as before.

Guaiac, Kina, Mastic and Myrrh remain quiet at nominally unchanged prices.

Tragacanth of the new crop is reported as coming forward at primary sources. The average quality is said to be inferior to previous crops and white flake is held at higher prices.

ROOTS.

Aconite is held with increased firmness, German being quoted at 15c. to 16c.

Calamus is in better supply, and ordinary offers at 6½c. to 7c.; bleached quoted 30c. to 35c.

Golden seal continues in moderate demand, with recent sales at 50c. to 55c. Digging still continues, and a large stock is being accumulated, which will probably affect values very shortly.

Ipecac is maintained with more firmness at the range of \$3.65 to \$3.85.

Senega is coming forward a little more freely, and the spot quotation has declined to 35c. Western is without change, 36c. being still quoted.

Sarsaparilla, Mexican, offers more freely at the range of 7c. to 7½c.

Snake, Texas, is without new feature of interest; sales are making at 27c. to 30c.

Valerian is in limited supply, and the small available stock of Belgian is held at 13c.

SEEDS.

Anise, Italian, does not offer below 7½c. and recent sales have been at this figure.

Canary is without change of consequence, either as regards price or demand; quoted 3½c. to 3¾c. for Sicily, and 3¾c. to 3¾c. for Smyrna.

Cardamoms are dull but steady at 65c. to \$1.05.

Mustard, California yellow, is in good jobbing demand and values are well sustained at 4½c. to 4¾c.

The movement in other druggists' seeds is limited to jobbing lots, and prices are as previously quoted.

Glycosine.

Under date of August 10 Fries Bros., manufacturing chemists, 92 Reade street, New York, have issued the following announcement to their customers:

Gentlemen—In looking over our records we find that you were one of our customers for glycosine, or powdered superior sweetener (refined saccharine), some three years ago when we notified you that we were obliged to withdraw this product from the market until further notice.

It is gratifying for us to state that after the 14th of August we will again be in a position to supply this superior article, which we guarantee to be equal or superior to any other similar product.

We hope you will continue to favor us with your orders, as glycosine is probably 5 to 10 per cent stronger than any other sweetener, and when you consider our quotations you will see that it will be to your advantage to use it.

We will quote you the same as follows: One pound, \$7; 25 pounds, \$6.75; special quotations for larger quantities.

As our product is well known to be free from by products its superiority has always been recognized.

Headquarters of the N. A. R. D.

The coming annual meeting of the National Association of Retail Druggists, which is to take place at Cincinnati in the first week in October, will be made a great event in that city, and the attendance of delegates will be representative of the entire country, nearly every State pharmaceutical association in the land sending delegates. The druggists of Cincinnati are manifesting the greatest interest, and the leaders in the trade are serving on the various committees of reception and entertainment, giving the assurance that nothing will be overlooked to make the convention a social as well as a business success. Definite arrangements have now been made in regard to quarters, the Grand Hotel, of Cincinnati, having been selected as the headquarters for the Association during the convention week.

The Grand Hotel is situated at the corner of Third and Fourth streets and Central avenue. Fourth street is the leading fashionable thoroughfare of Cincinnati, and Central avenue the business street, while the Third street entrance to the hotel is immediately opposite the Grand Central Railroad Station, at which 75 per cent of the people arriving in Cincinnati arrive and depart. This hotel has made a specially reduced rate for delegates to the N. A. R. D., and delegates who will attend the Cincinnati meeting are recommended to write promptly to reserve accommodations.

Frank H. Freericks, of Cincinnati, the chairman of the Committee on Transportation of the National Association of Retail Druggists, announces that arrangements have been made with the different passenger associations for the regular convention rate of one and one-third

fares to delegates attending the annual meeting of the Association to be held at Cincinnati, October 3 to 6. The convention rate has been granted by the Western and Central Associations, and the decision of the Eastern (Trunk Line) Association to grant the rate will probably be made public by the time this reaches our readers. Arrangements for the transportation of delegates from the Eastern Territory are in charge of Thos. J. Keenan, 66 West Broadway, New York City, who is making an effort to obtain a lower special excursion rate.

It is proposed to make up a party to leave New York on the evening of Sunday, October 1, by way either of the New York Central R. R. or the Pennsylvania Railroad. For the convenience of delegates we give below the schedule of trains from New York to Cincinnati over the three leading railroads:

PENNSYLVANIA R.R.

Leave.	P.M.	Leave.	P.M.
New York.....	1.55	New York	7.55
Philadelphia	4.30	Philadelphia	10.35
Harrisburg	7.25	Leave.	A.M.
Leave.	A.M.	Harrisburg	1.25
Pittsburg	1.10	Pittsburg	8.00
Columbus	7.00	Leave.	P.M.
Arrive.	A.M.	Columbus	2.10
Cincinnati	10.45	Arrive.	P.M.
		Cincinnati	5.40

These trains run daily and carry through sleeping cars and dining cars.

NEW YORK CENTRAL R.R.

Leave.	P.M.	Leave.	A.M.
New York.....	8.30	Rochester	5.55
Leave.	A.M.	Buffalo.....	6.45
Albany	12.00	Arrive.	P.M.
Syracuse	4.00	Cincinnati	6.45

ERIE R.R.

Leave.	P.M.	Leave.	A.M.
New York	2.00	Pittsburg	9.55
Binghamton	8.55	Arrive.	P.M.
Elmira	10.20	Cincinnati	2.30
Leave.	P.M.		
Hornellsville	11.50		

In purchasing tickets to Cincinnati at the convention rate delegates are requested to insist upon having a certificate issued to them by the agent at the point where they purchase their tickets, in order that they may be able to get return tickets at one-third the regular rate.

A Profit-Maker Par Excellence.

Among the dainty packages of confections in the form of breath sweeteners which have been put on the market during the past year or so, none surpasses the S. & H. Violets, which is a profit maker par excellence. S. & H. Violets are made by the Searle & Hereth Company, 73 Wells street, Chicago, and particulars regarding the style in which the packages are put up is contained in their advertisement on the cover page of this issue.

Exclusive Agency Given.

The proposition which Winthrop M. Baker, of 545 Atlantic avenue, Boston, has to make to the drug trade should be one of more than common interest to them. He sells his line of chocolates and bon bons direct to the retail trade, provides an exclusive agency wherever possible, and guarantees a margin of profit of over 50 per cent. The line is one of the most exquisite known to us, and may be had either artistically boxed or in bulk. Write for price list of over 200 articles, which will be sent gratis and prepaid.

American Druggist

and Pharmaceutical Record.

"America's Leading Drug Journal."

Founded 1871

Vol. XXXV. No. 6.
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ACCOMPLISHMENTS OF THE N. A. R. D.

THE annual meeting of the National Association of Retail Druggists, which will be held at Cincinnati, October 3 to 6, inclusive, will probably prove the turning point of the organization, and mean much with regard to its future. As has been repeatedly shown in these columns, the utmost interest has been manifested during the year in the efforts of the Association to unite the druggists of the country, and never before in the history of the trade has a national organization started with so fair a promise of success. The result of the year's work has not yet been announced, although the practical workings of the Association have been revealed in a number of ways, especially in the direction of the promotion of the business interests of pharmacists.

It was the determined attitude of the N. A. R. D. at the organization meeting at St. Louis, last year, in regard to the war tax stamp that induced many of the manufacturers who had announced their intention of levying it upon the retailer, to withdraw from their position and bear the burden of the tax themselves; and with all this it is plain that a better feeling has been established between the two branches. The fostering of local associations of druggists has not been among the least of the benefits which are traceable to the N. A. R. D. Everybody is aware of the improved condition of things. The improvement is not so noticeable, perhaps, in some of the larger cities of the East, where organization to regulate the prices and sale of proprietary medicines is extremely difficult of accomplishment; but in the smaller cities and communities the improvement has been most marked, and the retail druggist doing business in these places has the National Association of Retail Druggists to thank for increased profits in his business as well as a general betterment of his condition.

There is still much to be done in the matter of local organization, and the officers of the Association realize this very

fully. Some means must be perfected of bettering the financial condition of the Association if a thorough propaganda looking to the perfecting of local organizations where such do not exist is to be made, to say nothing of the prosecution of an active warfare against cutters and those who supply them. The best manner of raising adequate funds for prosecuting the work will, it is to be hoped, engage the earnest attention of every delegate.

The work of the National Secretary during the year has been exceedingly onerous, and has been executed in such a manner as to compel the greatest admiration. He has been indefatigable in supplying the pharmaceutical press with news of the movement and information pertaining to the affairs of the Association, and much of the credit for the success which has attended its operations belongs to him. We feel confident that his annual report will come as a surprise to the delegates, as revealing the enormous amount of business which he has transacted since the meeting last year. The Association was fortunate in securing the services of so disinterested and faithful a worker, and the working druggists of the entire country are to be felicitated on the fact that he belongs to their ranks.

In other columns will be found several communications from leaders in the Association, and these will be found interesting as indicating what is uppermost in the minds of those who will take a prominent part in the discussions during the sessions of the Association at Cincinnati.

AN AWARD EVERY ISSUE.

CONTRIBUTIONS in the Prize Essay Contest continue to be received in large number, and the prize of \$5.00 which we award to the writer of the essay deemed most worthy of publication has been awarded regularly with every issue of The Druggist since the inauguration of the contest. Those of our readers who have not yet participated in the Prize Essay Contest are hereby invited to send in their contribution to the series of practical essays which are printed regularly

in our columns. The publication of these essays has placed our readers in possession of many practical papers of great value to working pharmacists. Intending contestants should not fall into the error of thinking that the prize is always awarded to the writer of long essays dealing in a general way with the technical side of the business, for it goes more frequently to the clerk who describes a simple invention in apparatus or a device to facilitate practical manipulation in the manufacture of galenicals; the trimming of show windows or display cases; the arrangement of the store; the putting up of toilet preparations; proprietary compounds, and formulas for the manufacture of new elixirs, flavoring compounds, etc., etc., etc.

A free and hearty participation in the Prize Essay Contest is invited on the part of all our readers, both proprietors and clerks, to the end that our fund of general information regarding the conduct of the dispensing counter, the manufacturing department and the store itself may be enlarged.

NATURAL ADVANTAGE OF RHIZOME OVER ROOT.

IN a paper presented by Prof. H. H. Rusby, at the recent meeting of the A. Ph. A., the author explains why it is that a certain rhizome has been found to be more uniform in alkaloidal content than a root closely allied to it botanically. The rhizome, after reaching a moderate diameter, develops longitudinally, thus maintaining a fairly definite relationship between the bark and the woody portion, whereas the root continues to develop, diametrically or circumferentially, thus increasing the wood quite out of proportion to the bark.

Speaking of the quantity of alkaloid in belladonna root, Prof. Rusby says: "No reference is necessary to other than botanical facts to establish its variability. Its alkaloid is chiefly in its bark. The root is perennial, and, as it grows in thickness, its bark does not keep pace with its woody cylinder." A marked variation in the amount of active principle present at different ages is thus shown to be an inevitable characteristic of the root.

Applying the same line of reasoning to scopolia rhizome, the author finds the form and character of its growth to render it equally certain a priori that the rhizome would be comparatively much more uniform in its yield of alkaloid than belladonna root, the practical uniformity in dimensions of the former eliminating the chief element of variation found in the latter. As noted in the paper alluded to this assumed variability in the alkaloidal strength of the root and comparative uniformity of the rhizome have been amply confirmed by the results of assays and manufacturing operations.

"SOUVENIR" ADVERTISING.

A "SOUVENIR, Book and Programme of the Forty-seventh Annual Meeting of the American Pharmaceutical Association" made its appearance on the public tables in the lobby of the hotel in which that meeting was held. A box some two and a half feet square was left in the private office of the manager when the convention adjourned, some two-thirds full of these "Souvenir" books, and the contents of the box have no doubt ere now fulfilled a useful purpose in feeding the furnace fire of that hospitable hostelry. An estimate based upon the charges made New York advertisers shows that some \$1,400 were paid by the advertisers in this "book." These advertisers will probably be interested to learn what has become of the advertisements for which they paid so liberally. The advertisers in this instance fared better, however, than did those misguided dupes who paid for advertisements in a similar publication gotten up by an enterprising publisher on the occasion of the World's Fair meeting of the American Pharmaceutical Association in Chicago, for on that occasion some thoughtful members of the Association, with an eye to the maintenance of the dignity of the organization, prevented the unpacking of the advertising programmes, and the programmes were left

in the box in which they came and were presumably consumed in the fire which swept away the buildings after the close of the exposition. In both cases the publisher had received his money and did not care, while the advertiser had paid his money and did not count, while the Association whose name was used as a bait to lure the coin from the pockets of the advertisers never had any formal knowledge of the existence of such a book.

Experience teaches in everything except advertising. Some of the same advertisers who were mulcted in connection with the Chicago meeting are no doubt represented in the pages of the Put-in-Bay "Souvenir Book," and will cheerfully take up the next scheme presented ostensibly on behalf of some association of druggists by some publisher who may be shrewd enough to obtain the endorsement of one or more officers of the association. The American Pharmaceutical Association, however, has taken steps to prevent its name being used in this way in the future by the passage of resolutions forbidding the issuance of any book, pamphlet or other publication in the name of the Association, containing any advertising whatever, and in order to protect the advertising public from any imposition in this matter the secretary of the Association has been instructed to so notify the pharmaceutical press annually, so as to give the widest possible publicity to the warning. Even this warning will probably not be entirely effectual, for there are some seventy million people in the United States, "mostly fools," according to Barnum, and "a fool and his money are soon parted."

An Opportunity for Advertisers to the Drug Trade.

The first two weeks of the month of October, 1899, will be weeks of great importance to both the wholesale and retail drug trade of the country. The second annual convention of the National Association of Retail Druggists will take place at Cincinnati on October 3d, and the National Wholesale Druggists' Association and the Proprietary Association of America a week later at Old Point Comfort, Va. The American Druggist will be represented as usual at these conventions by a staff of well-trained reporters, and a complete illustrated account of their proceedings will be included in an extra number of The American Druggist published on October 18.

The value of this Extra Number as a medium for advertisers to reach all classes of the drug trade cannot be over-estimated. In addition to our large list of regular subscribers—The American Druggist enjoys the distinction of having the largest paid subscription circulation of any drug journal published—copies of the extra October number will be placed in the hands of every well-rated druggist in the United States. The rates for advertising in the extra October number are as follows:

One page.....	\$50.00
One-half page.....	30.00
One-quarter page.....	20.00
Insert—Two pages.....	50.00
" Four pages.....	75.00
" Eight pages.....	100.00

The choice positions in the advertising pages will go to the first applicants for space, and in view of this it will not be necessary for us to urge early application upon the part of prospective advertisers.

Prize Essay.

Brief, bright essays on subjects of interest to pharmacists are invited for the Prize Essay Department of the "American Druggist." For every article printed, long or short, the "American Druggist" will fortnightly pay \$5.00.

A FEW SPECIALTIES.

BY W. JAY FRISBEE, P.H.G.,
Bushnell, Ill.

I SUBMIT a few formulas of pharmaceutical preparations that we run as specialties and that have given the best of satisfaction. In these preparations we do not seek to imitate "patents" either as to formula or style of package, but make them distinctively our own, and charge our own price for them:

White-Pine Cough Syrup.

Fl. ext. pleurisy root.....	4 fl. ozs.
Fl. ext. wild cherry.....	8 fl. ozs.
Fl. ext. ipecac.....	4 fl. ozs.
Morphine sulph.....	32 grs.
Chloroform.....	1 fl. oz.
Tr. white pine.....	16 fl. ozs.
Magnesium carbonate.....	3 ozs.
Water.....	64 fl. ozs.
Sugar.....	7 lbs.

Rub the magnesia with 4 ounces of sugar to a fine powder, add the mixture of white pine and mix thoroughly. Then gradually add the fluid extracts, and finally the water in small quantities at a time. Filter, mix the chloroform with the remainder of the sugar in a bottle, dissolve the morphine in the filtrate, and add to sugar; dissolve by agitation.

The tincture of white pine is made by dissolving white gum turpentine, 2 ozs. in 14 fl. ozs. alcohol.

We put this up in 4-oz. rounded-square bottles, capped with gold-beaters' skin and wrapped in parchment paper, and retail it at 35 cents. We sell more of it than all the other cough remedies on our shelves:

Dandruff Cure.

Chloral hydrate.....	30 grs.
Resorcin.....	60 grs.
Tannin.....	30 grs.
Glycerin.....	2 fl. ozs.
Bay rum.....	1 fl. oz.
Tr. cantharides.....	4 fl. drs.
Water, q. s., to make.....	8 fl. ozs.
Tr. cochineal to color.	

Mix, let stand several days in the light and filter through talcum.

This we bottle in 8-oz. rounded-squares, cap with split skin, and retail at 50 cents.

Laxative Pepsin Elixir.

Elixir lactated pepsin.....	4 qts.
Elixir cascara sag. co., N. F.....	2 qts.
Tr. hops (1 to 8).....	2 qts.
Podophyllin.....	16 grs.

Mix and filter through talcum. The elixir lactated pepsin used in this preparation is made from the following formula:

Pepsin, in scales.....	300 grs.
Pancreatin.....	30 grs.
Diastase of malt.....	30 grs.
Lactic acid.....	85 mms.
Water.....	8 fl. ozs.
Glycerin.....	16 fl. ozs.
Tr. cudbear.....	2 1/2 fl. ozs.
Talcum.....	1 oz.
Simple elixir, to make.....	1/2 gal.

Mix the acid, water and glycerin, and add the pepsin, pancreatin and diastase; let stand, with occasional agitation, for several days; then add the tincture of cudbear and the simple elixir to 4 pints; filter through talcum.

The elixir cascara compound is an article of the National Formulary.

Tincture of hops is made with diluted alcohol.

This preparation we put up in 6-oz. and 16-oz. rounded-squares, capped and wrapped, and retail it at 50 cents and \$1.

This combination of a bitter tonic, a digestive ferment and a laxative, together with a hepatic stimulant, is a very effective remedy against the great American malady, indigestion. It gives general satisfaction and sells well. Its sale is doubtless stimulated by the following very remarkable label which we affix to each bottle:

The following are the symptoms of dyspepsia: Nausea, sour stomach, heartburn, palpitation of the heart, fainting, constipation or diarrhoea, wind, water-brash, mental depression, drowsiness or sleeplessness, headache, dizziness, loss of appetite or excessive appetite, alterations in the taste, feeling of tightness at the root of the nose, tingling and numb sensations, a feeling of tightness around the calf of the leg, a sensation as if one side of the mouth was stiff, catarrh of throat and nose, a pain under the left shoulder blade, a feeling of heaviness in one foot, and various skin affections. Every case of dyspepsia does not have all these symptoms, but any of them are indications of the disease.

[This label is truly a remarkable one and calculated to fill with envy the breast of every proprietary medicine man who sees it.—Ed.]

Superlative Praise.

In ceasing to be a subscriber to The American Druggist, owing to my having entered upon another field, I much desire to give expression to that which I have become most thoroughly convinced of in the last few years. As a reader of the many valuable pharmaceutical journals I have to an extent at least learned to distinguish as to their comparative quality and usefulness. It gives me indeed very great pleasure to say to you at this time that The American Druggist has been for me the best source of information and means of the greatest satisfaction in reading. You will pardon me I know for expressing in the interest of pharmacy the hope that you may continue in your present course. In concluding permit me to wish you the greatest success possible, which to my mind can never be so great as you deserve to have it.

FRANK H. FREERICKS.

Cincinnati, O., Aug. 16, 1899.

Gathered Formulas.

HOSPITAL FORMULARY.

New York Polyclinic.

Tonic Mixtures.

[The quantities stated are for a single dose.]

MISTURA QUIN. ET FERRI CUM. ACID. ARSENIOSO.

Liq. potass. arsenit.....	2 mms.
Ferri et quin. cit.....	10 grs.
Tinct. gentian., q. s. ad.....	1 fl. dr.

MISTURA FERRI ET PHOSPH.

Liq. potass. arsenit.....	2 mms.
Tinct. ferri chlor.....	1 mm.
Acid. phosph. dil.....	10 mms.
Aquae q. s. ad.....	1 fl. dr.

MISTURA FERRI ET CINCHONAE.

Tinct. ferri. chlor.....	10 mms.
Cinchoninae. sulph.....	5 grs.
Glycerini.....	5 mms.
Aquae q. s. ad.....	1 fl. dr.

MISTURA TONIC.

Ferri et potass. tart.....	10 grs.
Tinct. quassiae.....	30 mms.
Aquae q. s. ad.....	1 fl. dr.

MISTURA GENT. CO.

Tinct. capsici.....	5 mms.
Tinct. zingiberis.....	5 mms.
Tinct. gentian. Co. q. s. ad.....	1 fl. dr.

MISTURA QUININAE.

Quin. sulph.....	2 grs.
Ext. glycyrrh.....	4 grs.
Ext. erythroxyl. fluid.....	4 mms.
Syrupi, q. s. ad.....	1 fl. dr.

BRIGHT'S TONIC.

Strchnin. sulph.....	1-32 gr.
Tinct. ferri chlor.....	15 mms.
Syrupi.....	15 mms.
Aquae q. s. ad.....	1 fl. dr.

MISTURA TINCT. FERRI.

Tinct. ferri chlor.....	30 mms.
Glycerini.....	30 mms.
Aquae cinnam. q. s. ad.....	2 fl. drs.

MISTURA LAXATIVE IRON.

Magnes. sulphatis.....	30 grs.
Ferri sulphatis.....	2 grs.
Acidi sulphur. dil., q. s.	
Tinct. gentian. Co.....	15 mms.
Aquae q. s. ad.....	4 fl. drs.

CHILD'S TONIC.

Ferri et ammon. cit.....	5 grs.
Liq. potass. arsenit.....	2 mms.
Syrupi aurantii.....	30 mms.
Aquae q. s. ad.....	1 fl. dr.

For child 3 years old.

MISTURA ANTI-DIPHTHERITICA.

Potassi chloratis.....	5 grs.
Tinct. ferri chlorid.....	10 mms.
Glycerini.....	1 fl. dr.
Aquae q. s. ad.....	1/2 fl. oz.

COD LIVER OIL AND IRON.

Syrupi, ferri iodidi.....	15 mms.
Olei morrhuae.....	1 fl. dr.
Liq. calcis, q. s. ad.....	2 fl. drs.

MISTURA STROPHANTHI.

Tinct. strophanthi.....	3 mms.
Tinct. ferri chlorid.....	10 mms.
Syrupi, q. s. ad.....	1 fl. dr.

ELIX. FERRI ET QUIN.

Ferri et quin. citratis.....	4 grs.
Elix. aurantii, q. s. ad.....	1 fl. dr.

Mixtures For Dyspepsia, Etc.

MISTURA RHEI ET SODAE.

Sodii bicarbonat.....	5 grs.
Ext. rhei fid.....	2 1/2 mms.
Ext. ipecac fid.....	1/2 gr.
Aquae menth. pip., q. s. ad.....	1 fl. dr.

DEVLIN'S MIXTURE.

Bismuthi subnit. 10 grs.
Tinct. nuc. vom. 5 mms.
Mist. rhei et sodae, q. s. ad. 1 fl. dr.

MISTURA RHEI ET SODAE COMP.

Tinct. nuc. vom. 5 mms.
Mist. rhei et sodae, q. s. ad. 1 fl. dr.

MISTURA PEPSIN.

Pepsini puriss. 1 gr.
Acid. mur. dil. 3 mms.
Glycerini 5 mms.
Aque q. s. ad. 1 fl. dr.

MISTURA PEPSINI ET BISMUTHI.

Pepsini puriss. 2 grs.
Bismuthi subnit. 4 grs.
Tinct. cardamoni Co., q. s. ad. 1 fl. dr.

MISTURA HEWITT.

Spir. aether. co. 5 mms.
Tinct. lavand. co. 5 mms.
Spir. ammon. arom. 5 mms.
Aque q. s. ad. 1 fl. dr.

MISTURA RHEI INFANT.

Sodii bicarb. 5 grs.
Syrupi. rhei arom. 2 mms.
Syrupi 15 mms.
Aque anise, q. s. ad. 1 fl. dr.

MISTURA AMMON. ANISAT.

Sodii bicarb. 5 grs.
Liq. ammon. anis (Ph.G.) 3 mms.
Aque q. s. ad. 1 fl. dr.

MISTURA ANTI-DYSPEPTICA.

Acid. mur. dil. 10 mms.
Tinct. nucis vom. 5 mms.
Tinct. cinchon. co., q. s. ad. 1 fl. dr.

MISTURA NIGRA.

Sodii brom. 10 grs.
Carbo animal. 5 grs.
Pepsini puriss. 1 gr.
Aque camph. co., q. s. ad. 1 fl. dr.

MISTURA NUC. VOM. ET IPECACUAN-HAE.

Tinct. nuc. vom. 4 mms.
Vin. ipecacuanhae 4 mms.
Tinct. cinch. co., q. s. ad. ½ dr.

MISTURA SODII SULPHOCARB.

Sodii sulphocarb. 15 grs.
Glycerini 1 fl. dr.
Inf. quass., q. s. ad. 4 fl. drs.

Mixtures for Diseases of the Nervous System.

MISTURA ANTI-EPILEPTICA.

I.

Sodii boratis 10 grs.
Tinct. cardam. co. ½ dr.
Aque q. s. ad. 2½ fl. drs.

MISTURA FOWLER.

Liquor. potass. arsenit. 3 mms.
Ferri dialysati 10 mms.
Aque q. s. ad. 1 fl. dr.

MISTURA SEDATIVA.

Chloral 7 ½ grs.
Potass. bromid. 7 ½ grs.
Elixir aurantii, q. s. ad. 1 fl. dr.

MISTURA ANTI-EPILEPTICA.

II.

Sodii bromid. 7½ grs.
Potass. bromid. 7½ grs.
Ammon. bromid. 7½ grs.
Potass. iodid. 4 grs.
Ammon. iodid. 4 grs.
Ammon. carbon. 3 grs.
Tinct. calumbae. ½ fl. dr.
Aque q. s. ad. 2 fl. drs.

MISTURA NERVINA.

Quin. sulph. 2 grs.
Ferri pyrophos. 2 grs.
Strychninae sulph. 1-32 gr.
Acid. phos. dil. 4 mms.
Syrupi. zingib. ½ dr.
Aque q. s. ad. 1 fl. dr.

MISTURA STRYCH. ET AC. PHOSPHORICI.

Strych. sulph. 1-32 gr.
Acid. phosphorici dil. 12 mms.
Elix. Calisayae, q. s. ad. 1 fl. dr.

MISTURA TONIC (STARR).

Tinct. nuc. vom. 4 mms.
Acid. phosphorici dil. 8 mms.
Syr. hypophos co., q. s. ad. 1 dr.

MISTURA ERYTHROXYLI ET NUC. VOM.

Ext. erythroxyli. fld. 6 mms.
Tinct. nuc. vom. 5 mms.
Elix. simplicis, q. s. ad. 1 fl. dr.

MISTURA ERGOTAE ET HYDRASTIS CAN.

Ext. Ergotae fluidi. 6 mms.
Tinct. nuc. vom. 6 mms.
Ext. hydrastis canad. 6 mms.
Elix. simp., q. s. ad. 1 fl. dr.

Diarrhoea Mixtures.

"MISTURA SQUIBB."

Tinct. capsici 5 mms.
Tinct. Opil. 5 mms.
Spir. camphorae 5 mms.
Chloroformi 2 mms.
Alcoholis, q. s. ad. ½ fl. dr.

MISTURA ANTI-DIARRHOEICA.

IV.

Tinct. catechu 10 mms.
Misturae cretae, Syrup zingiber, Aque menthae pip., each. 1 fl. dr.

MISTURA ANTI-DIARRHOEICA.

II.

Tinct. opii 7½ mms.
Tinct. catechu 1 fl. dr.
Misturae cretae, q. s. ad. 2 fl. drs.

MISTURA ANTI-CHOLERICA.

Tinct. opii, Tinct. capsici, Tinct. rhei, Spir. camphor, Spir. menthae, pip., each. 12 mms.

MISTURA WEST.

Olei ricini 5 mms.
Acaciae pulv. 1½ grs.
Glycerini 2½ mms.
Tinct. opii. 1-3 m.
Spir. myristicae 1½ m.
Aque aurantii flor., q. s. ad. 1 fl. dr.

MISTURA NAPHTHALINI.

Naphthalin 10 grs.
Tinct. capsici 2 drops
Olei menthae pip. ½ drop
Alcoholis 1 fl. dr.
Tinct. lavendulae co., q. s. ad. 2 fl. drs.

MISTURA BISMUTHI ET SODAE.

Bismuthi subnit. 3 grs.
Sodii bicarbonat. 2 grs.
Aque menth. pip. ½ fl. dr.
Misturae cretae, q. s. ad. 2 fl. drs.

MISTURA BISMUTHI CO.

Bismuthi subnit. 10 grs.
Tinct. opii camph. 10 mms.
Misturae cretae, q. s. ad. 2 fl. drs.

MISTURA BISMUTHI INFANTUM.

Bismuthi subnit. 5 grs.
Spir. chloroformi 1 m.
Mistilag. acaciae, q. s. ad. 1 fl. dr.

MISTURA ARGENTI NITRATIS.

Argenti nitratis. ¼ gr.
Tinct. opii. 1-3 m.
Aque cinnam. 30 mms.
Aque q. s. ad. 1 fl. dr.

One dose for a child.

Mixtures for Diseases of the Respiratory Organs.

MISTURA CONTRA-TUSSIM.

Pottassii. cyanid. 1-32 gr.
Morphinae sulph. 1-32 gr.
Ext. pruni virgin. fld. 1 m.
Syrupi, q. s. ad. 1 fl. dr.

MISTURA CREASOTI.

Creasoti (beechwood) 3 mms.
Sp. frumenti 30 mms.
Glycerini, q. s. ad. 1 fl. dr.

MISTURA CREASOTI CO.

Acetanilide 3 grs.
Alcoholis 10 mms.
Sol. megendie 2½ mms.
Mist. creasoti, q. s. ad. 1 fl. dr.

MISTURA EXPECTORANS "STOKES."

Ammon. carbonat. 1 gr.
Ext. senegae fld. 1 m.

Ext. scillae fld. 1 m.
Tinct. opii camph. 10 mms.
Aque 7 mms.
Syrupi tolutani, q. s. ad. 1 fl. dr.

MISTURA CODEINAE.

Codeinae ¼ gr.
Ac. hydrocyanici. dil. 2 mms.
Ammon. chlor. 2 grs.
Syr. pruni virgin, q. s. ad. 1 fl. dr.

MISTURA AMMONII CARB.

Ammon. carb., Ext. Glycrrh, each. 1 gr.
Syrup. tpecac. 4 mms.
Syrup. tolut., Syrup. senegae, each. 8 mms.
Aque cinnam., q. s. ad. 1 fl. dr.

MISTURA "EMPHYSEMA."

Potassi iodidi. 5 grs.
Tinct. belladonn. 5 mms.
Spir. aetheris co. 40 mms.
Liq. morph. magendie. 2½ mms.
Aque q. s. ad. 4 fl. drs.

MISTURA GLYCYRRH CO.

Ext. glycyrrh, fld. 5 mms.
Vini. antimon. 3 mms.
Spir. aetheris nit. 2 mms.
Tinct. opii camph. 7 mms.
Syrupi 7 mms.
Aque q. s. ad. 1 fl. dr.

MISTURA POTTASSII IODIDI ET IODINI.

Potass. iodidi 1.0
Iodi puriss. 0.5
Ac. carbolic. 0.48
Aq. dest. 110.0
Syr. aurantii corticis. 10.0
Ol. menth. pip. 0.12

MISTURA TUSSI INFANTUM.

Tinct. opii camph. 10 mms.
Ammon. muriat. 5 grs.
Syrup. scillae 10 mms.
Syrup. tolut., q. s. ad. 1 fl. dr.

MISTURA AMMON. ET GLYCYRRH.

Ammon. chlor. 4 grs.
Ext. glycyrrh. 4 grs.
Syr. ipecac. 15 mms.
Syr. pruni virgin, q. s. ad. 1 fl. dr.

Anti-Rheumatic Mixtures.

MISTURA ANTI-RHEUMATICA.

Sodii salicylatis 10 grs.
Potassi iodidi. 5 grs.
Vini colchici sem. 10 mms.
Aque q. s. ad. 1 fl. dr.

MISTURA POTASS. IODIDI.

Potass. iodidi 10 grs.
Syrupi sarsaparil co. 15 mms.
Aque q. s. ad. 1 fl. dr.

MISTURA SODII IODIDI.

Morphin sulph. 1-12 gr.
Sodii iodid. 5 grs.
Potass. acetat. 20 grs.
Vin. colchicini rad. 5 mms.
Syrupi limonis 20 mms.
Aque q. s. ad. 1 fl. dr.

MISTURA ACID. SALICYLIC.

Acidi salicylici 10 grs.
Potass. iodidi 5 grs.
Vini colchici sem. 10 mms.
Aque q. s. ad. 1 fl. dr.

MISTURA POTASS. ACETATIS.

Potass. iodidi. 5 grs.
Potass. acetat. 15 grs.
Syrupi sarsaparil co. 15 mms.
Aque q. s. ad. 1 fl. dr.

SALINE MIXTURE.

Sodii bicarb. 30 grs.
Potass. acetat. 30 grs.
Sodii et potass. tart. 1 dr.
Aque q. s. ad. 4 fl. drs.

MISTURA FERRI SALICYLATIS.

Acidi salicylici. 20 grs.
Ferri pyrophosph. 4 grs.
Sodii phosphat. 50 grs.
Aque q. s. ad. 4 fl. drs.

Mixtures for Venereal Diseases.

MIXED TREATMENT.

I.

Hydrarg. chlor. corros. 1-32 grs.
Potass. iodidi. 10 grs.

Syrupi sarsaparil co.....15 mms.
Aqueae q. s. ad.....1 fl. dr.

MIXED TREATMENT.

II.

Hydrarg. chlor. corros.....1-16 grs.
Potass. iodidi.....10 grs.
Syrupi sarsaparil co.....15 mms.
Aqueae q. s. ad.....1 fl. dr.

MISTURA LAFAYETTE.

Copaibae 1/2 fl. dr.
Spir. aether. nit..... 1/2 fl. dr.
Tinct. lavand. co..... 1/2 dr.
Liq. potassae 7 1/2 mms.
Syrupi 1/2 fl. dr.
Mucilag. acaciae, q. s. ad..... 4 fl. drs.

Diuretic Mixtures.

MISTURA BUCHU.

Tinct. hyoscyami15 mms.
Ext. buchu fld.....15 mms.
Liq. potass. cit., q. s. ad.....1 fl. dr.

MISTURA POTASS. ET HYOSCYAMI.

Morphin. sulphat.....1-16 gr.
Potass. acetat.....15 grs.
Tinct. hyoscyami15 mms.
Aqueae q. s. ad.....1 fl. dr.

MISTURA POTASS. ET ARSENICI.

Liq. potass. arsenitis 3/4 mms.
Potass. acetat..... 7 1/2 grs.
Sp. aetheris nitrosi..... 3 1/2 mms.
Syr. limonis15 mms.
Aqueae dest., q. s. ad.....1 fl. dr.

MISTURA DIGITALIS.

Potass. acetat.....15 grs.
Infusion. digitalis, q. s. ad.....1 fl. dr.

MISTURA SODII BENZOATIS.

Sodii benzoatis8 grs.
Infusion. buchu, q. s. ad.....1 fl. dr.

DIURETIC MIXTURE.

Potassii acetatis15 grs.
Spir. aether nitrosi.....10 mms.
Aqueae, menthae pip., q. s. ad.....1 fl. dr.

A. B. C. DIURETICA.

Potass. acetatis4 grs.
Potass. biart4 grs.
Potass. citratis4 grs.
Syrupi. simp.....15 mms.
Aqueae dest., q. s. ad.....1 fl. dr.

VINUM CARNIS, FERRI ET CINCHONAE.

Ext. carnis (Liebig).....2 grs.
Tinct. ferri citro-chlorid.....2 mms.
Quinin. hydrochlor.....1/4 gr.
Cinchoninae sulph.....1-18 gr.
Acidi citrici1-20 gr.
Aqueae2 mms.
Elixir aurantii2 mms.
Vini albi fortioris, q. s. ad.....1 fl. dr.

Dissolve and mix. One dose.

VINUM FERRI ET QUININAE.

Liq. ferri et quininæ cit.....10 mms.
Vini xerici, q. s. ad.....1 fl. dr.

Hypodermic Solutions.

INJECTIO ACIDI CARBOLICI HYPODERMICA.

Acidi carbolici.....2 grs.
Aqueae destillatae, q. s. ad.....100 mms.
Mix. Dose, 5 to 15 mms. (1-10 to 3-10 gr. Acid. Carb.)

INJECTIO ACONITINAE "DUQUESNAL" HYPODERMICA.

Aconit. nit. cry. "duquesnel".....1 gr.
Aqueae chloroformi.....2,000 mms.
Mix. Dose, 5 to 10 mms. (1-400 to 1-200 gr. Acon. Nit.)

INJECTIO ATROPINAE HYPODERMICA.

Atropin. sulphat.....1 gr.
Aqueae destillatae.....2 fl. drs.
Mix. Dose, 1 to 2 mms. (1-120 to 1-60 gr. Atrop. Sulp.)

INJECTIO CAFFEINAE HYPODERMICA.

Caffeinae sodio salicylat.....20 grs.
Aqueae destillatae.....1 fl. dr.
Mix. Dose, 6 to 8 mms. (2 to 8 grs. Caff. Sod. Sal.)

INJECTIO COCAINAE HYPODERMICA.

Cocain. hydrochlor.....4 grs.
Aqueae destillatae.....100 mms.
Mix. Dose, 1 to 2 mms. (1-25 to 1-12 gr. Coc. Mur.)

(To be continued.)

Pharmaceutical Progress.

New Remedies—Improved Processes—Modern Inventions—Wrinkles in Dispensing—Tests and Reactions.

Peruanum.—A. Lindner (Chem. Zeit. 1899) has given the name peruanum to a substance found by him in an earth obtained in the Peruvian Andes, which also contained lead, sulphur, arsenic and antimony. The substance appears to be a new element.

Afral is the name of a disinfectant which is recommended for the prevention of mould in damp rooms, cellars, etc., which is accomplished by coating the walls with a 1 to 2 per cent aqueous solution of afral. It is made by Zimmer & Co., of Frankfort.

Ayapana, the herb, eupatorium triplinerve vail (E. Ayapana) yields a bitter aromatic decoction which is used in Brazil and Java as a tonic and stomachic. It has been proposed (Pharm. Zeit., 1899, 129) to introduce the herb into Europe as a substitute for tea and coffee.

Monoacetylresorcin is a substance of syrupy consistence which has been proposed for use as a substitute for resorcin itself in the treatment of cutaneous affections. According to the German patent taken out by Knoll (D. R. P., 103,857) it is made by acting upon resorcin with acetyl chloride or acetic anhydride.

Formaldehyde for Preservation of Meat.—Schering has patented in Germany a process for the preservation of meat, which consists in exposing the meat to the action of formaldehyde gas in a confined space, and after thorough sterilization has been effected, ventilating the space with sterilized air. It is claimed that the process does not affect the appearance, the taste or the nutritive value of the meat so treated.

Iodoform Salve.—Barnouvin (Rep. de Pharm., 1899, No. 8) states that lard and not petroleum should always be used in making iodoform ointment, for the reason that under the ordinary conditions the iodoform is almost sure to be partially decomposed, free iodine being liberated, which, if petrolatum is used, will produce an irritating effect. If lard be used, however, the iodine when set free will combine with the lard, forming non-irritating compounds.

Extract of Coca.—Voiry has made a number of comparative experiments with different menstrua for the extraction of coca leaves, and has arrived at the conclusion (Rep. de Pharm., 1899, No. 8) that the best results are obtained by extracting with a mixture of one part of glycerin and nine parts of 90 per cent alcohol. If more than 10 per cent of glycerin be used a large excess of inert extractive matter is obtained. The liquid extract thus obtained should be evaporated in vacuo.

Kalagua is a new claimant for favor in the treatment of tuberculosis. Its source and botanical origin are as yet

kept profoundly secret, and the drug has only appeared on the market in the form of pills, said to be made from the extract. It is stated that the plant whence the extract is derived is indigenous to certain parts of South America, where its virtues are appreciated both by the natives and by their cattle. It was transplanted to the Congo basin, whence the market supplies are said to be drawn. It is to be hoped that this specific will have a more fortunate history than its numerous predecessors.

Lipogenin.—Under the names liquid and solid lipogenin two preparations have been placed on the European market and recommended as vehicles for the application of iodine, as an addition to ointments and as a means of applying a fat to the skin. The liquid preparation solidifies at 16 degrees C. and melts at 17.5 degrees. The solid lipogenin melts at 28 degrees and solidifies at 27.5 degrees. The solid substance is a firm, odorless, porcelain-like mass, melting at the temperature of the skin. The liquid substance is a colorless, odorless, oleaginous neutral liquid, from which large crystals separate out at a low temperature, which disappear on warming. Both substances are soluble in chloroform, ether, alcohol and fatty oils, but are insoluble in glycerin and water. Lipogenin does not become rancid even after long standing. The results of analysis indicate the presence of palmitic and isooleic acids in various proportions.

Salicylic Acid for the Treatment of Boils.—Philipson (Sem.-Med. 1899, No. 23) recommends the local application of salicylic acid for the treatment of all kinds of boils. Large ones he covers with 50 per cent salicylic acid plaster, which should be changed several times daily so as to be able to free the boil from the accumulated pus at each change of dressing. For the latter purpose he recommends the use of a tampon moistened with a mixture of alcohol and ether. This treatment hastens the softening of the boil, and the core generally comes out within 24 hours after the beginning of the treatment. The application, which should be continued, hastens the granulation. Where the boil occurs on the face Philipson recommends that the center be bored out with the point of the thermo-cautery and the hole packed with salicylic acid. Small boils may be aborted by touching the spot three times a day with a 2 per cent solution of the acid in alcohol. When there is a pronounced tendency to furunculosis over a large area the surface should be first washed clean once a day and a 2.5 per cent salve rubbed in.

Raspberry Juice.—The following process is said to yield an excellent preparation, rich in color, flavor and odor. The formula appears in the columns of the "Suddeutscher Apotheker Zeitung."

The fresh berries are placed in a powerful press, the pressure being increased very slowly. If the operation is carried out properly with fresh berries the yield should be 70 to 72 per cent. The residue may be utilized for making raspberry water. The freshly expressed juice is now strained through a flannel cloth into a bottle. One part of sugar is added for each hundred parts of juice, together with scraps of filter paper. The bottle is closed with a rubber stopper through which passes a bent glass tube, one arm of which is inserted in a beaker filled with lime water. The bottle is set in a warm place, in the direct sunlight if possible, until fermentation ceases, which is generally about 36 to 48 hours. A small quantity of talcum powder is added and the whole thrown on a filterer, the first portion which passes through being returned, as it will carry with it some of the talcum. The juice thus obtained is bright, clear and rich in color, aroma and flavor.

The Temperature of Decomposition of Sodium Bicarbonate.—Cowie stated recently (Phar. Zeit., 1899, No. 27) that sodium bicarbonate begins to give off carbon dioxide at 52 to 54 degrees C., although the majority of text books gives 70 degrees C. as the temperature of decomposition. This discrepancy, however, is explained by the fact that the figures given in the text books are based on observations made with chemically pure and absolutely dry bicarbonate, while the experiments of Cowie were carried out with the commercial air-dried salt. This observation is of the gravest importance to the manufacturers of effervescent salts. Further studies by Dyer (Phar. Jour., 1899, No. 1518), while they confirm Cowie's statement that decomposition begins at about 52 degrees C., also show that the quantity of gas liberated below 100 degrees C. is so small, being less than 4 per cent, that it may practically be disregarded. Dyer found that at 70 degrees 0.5 per cent, at 80 degrees 1 per cent, at 90 degrees 2 per cent, at 100 degrees 4 per cent, at 105 degrees 7 per cent, and at 110 degrees 12 per cent of the carbon dioxide present is liberated. He therefore places a temperature of 100 degrees, which is seldom, if ever, reached in a drying closet, as the maximum temperature which it is safe to use in drying sodium bicarbonate.

The MacLagan Cocaine Test.

Zimmer & Co. contribute to a recent number of the Berlin "Pharmaceutische Zeitung" (1899, No. 96) an article on Cocaine Testing, in which they criticise the statements made by Fritz Guenther (See American Druggist for April 10, 1899) concerning the unreliability of the MacLagan test and the presence of a new alkaloid melting at from 110 to 111° C. This firm states that their own experience confirms the statements made by Boehringer (See American Druggist for July 25, 1899) as to the non-existence of the isomer of cocaethylin spoken of by Guenther. This base had never been observed by them in an experience covering a great many years of the manufacture of the cocaine, and extensive experiments carried out by Dr. C. Metzger since the publication of Guenther's paper likewise failed to indicate the presence of this new base, either in the alkaloid or in the mother liquor from which it was made. A number of experiments carried

out by them lead them to affirm most positively that the more rapidly and clearly the MacLagan reaction is shown the purer is the cocaine under examination, and that, therefore, this reaction offers a safeguard against the presence of the poisonous isotropylcocaine.

Experiments made with mixtures of chemically pure cocaine hydrochlorate and isotropylcocaine hydrochlorate yielded results almost exactly parallel with those obtained by Boehringer, and proved that while the MacLagan test excluded this poisonous body, the Guenther test failed to do so. Finally they reiterate the statement that cocaine which fails to give the MacLagan reaction is impure and should not be dispensed for medicinal purposes. In their deductions they find themselves in accordance with the results noted by the chemists Paul and Cownley as well as with Merck and Boehringer.

Our Cuts of Mexican and Vanilla Beans.

From J. R. Cardwell, of the Cleveland Pharmacal and Manufacturing Co., of Cleveland, O., we are in receipt of the following communication, in which he questions the accuracy of the illustrations of Mexican and Vanilla beans in the article by C. H. Dietz published in our issue of August 10:

"I have read your Vanilla published in Vol. XXXX, No. 4, Aug. 4th, and have carefully studied the cuts in the same, and think they are distinctly misleading on both the Mexican & Bourbon Beans.

"The marks of fibre are distinct on the ends, and are what is commonly known on the London Market as Repacks, and not original packages. Yours respectfully,

J. R. CARDWELL."

We publish the above letter verbatim, literatim et punctuatim, as received, and would merely observe that the force of our correspondent's criticism is considerably lessened by his own errors in quoting the source of the article. Mr. Dietz's paper on "Vanilla Cultivation in Mexico" appeared in No. 4 of volume XXXV., not XXXX., and the date of publication is August 10.

We may add that the cuts referred to were loaned to us for use in this article by The Charles E. Hires Co., of Philadelphia, who are among the largest importers of vanilla in the United States.

A REPLY BY THE CHARLES E. HIRES CO.

The Charles E. Hires Company, of Philadelphia, to whom the letter was shown, comment as follows:

"Evidently your correspondent is not posted and does not understand the packing of vanilla beans. If he had ever seen any of them packed he would never have made this assertion. Vanilla beans when first bundled are always tied with three strings, in the middle and each end. The strings at the ends are put on the bundles in order to keep the ends in place for a certain period until the shape of the bundle is perfectly formed. Some weeks after bundling these end strings are cut off, leaving the bundle in symmetrical form. If it were not for these strings the beans would curl up, flare outward and make an unsightly bundle. This method is used in the curing of all Mexican vanilla beans, and the Mexican-style Bourbons. With some of the other pack-

ing of Bourbons the care is not taken to have the ends turned in, but are left loose, which makes them much more unsightly.

"What are known as repacked beans do show one or two extra marks in the centre of the bundle, and the fact that they are repacked can only be told by these centre marks."

New Triturating Machines.

Giraud described (Jour. de Pharm. d'Anvers, 1899, 307) a new form of mill, the construction of which is shown in the accompanying illustrations, to which he gives the name of "Veloporphyre."



FIG. 1.

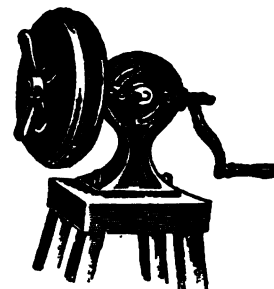


FIG. 2.

The mill can be used for the triturating substances to a very fine powder (porphyrisation) when set upright, as in Fig. 1, or can be used as a ball-mill when turned on the side, as shown in Fig. 2. It is also said to be available for mixing powders, salve, pomades, etc.

Fig. 3, which is also the invention of Giraud, shows a mill to which he gives the name of "autopileur." The ball,

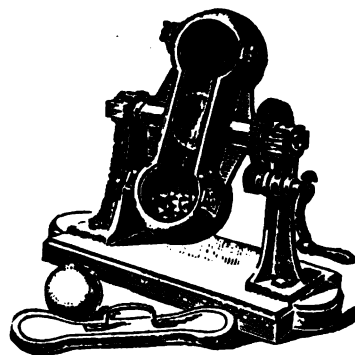


FIG. 3.

which drops from end to end as the machine is rotated, weighs from 14 pounds upward, according to the size of the machine. When turned at a moderate speed the ball gives about 50 strokes per minute, which is quite an improvement on the ordinary results obtained from the use of a pestle in a mortar.

Cannot Do Without It.

As I am about to remove to Farmington, Conn., I respectfully request that you send my American Druggist there. I cannot do without it.

H. W. HOLTON.

Stoney Creek, Conn.

THE DISPENSING COUNTER,

Practical Hints and Suggestions.

THE following notes are extracted from the report of the Committee on Practical Pharmacy and Dispensing, appointed by the A. Ph. A. The report was submitted to the Association at the recent meeting in Put-in-Bay by Chairman Henry P. Hynson and commented upon in our report of the proceedings.

Dispensary and Laboratory.

The advantages of having these departments away from the public and apart from the sales department are many and are generally obvious; there are also some objections and inconveniences. Yet it is very desirable that the prescription department and the place for manufacturing be as nearly together as possible, because the apparatus and facilities of one are often badly needed in the operations of the other. The comfort of dispensers is greatly augmented if they can relieve themselves of unnecessary clothing, suiting their dress to the weather and character of work they are doing. Salesmen can also present continuously a better appearance when they are entirely relieved of laboratory work. The passage of work through separate hands adds many checks to errors.

Apparatus and Facilities.

A dearth of these make quick work and good work almost impossible. A good mechanic can, it is true, work with poor tools, but it is only through necessity that he does so, and much of his valuable time is consumed thereby. Water baths of various sizes and kinds should always be at hand and in a condition to be readily used. A small tablet machine will pay for itself in a very short time, and will add to one's reputation. A Konseal apparatus is almost indispensable. Suppository moulds of sufficient number and variety should be in place, but three sizes of rectal and two of urethral are generally enough.

Containers.

Nothing adds so much to the facility of the dispenser and nothing adds so much to the appearance of his work as a suitable container. More than a few words regarding them will not be out of place.

BOTTLES.

It is really remarkable how many kinds of bottles can be used to advantage. Besides regular sizes, half-gallon and one-gallon bottles should be washed and held in place. Twelve-ounce bottles should be among the regular stock, and a twenty-ounce bottle is sometimes badly needed. Sets of blue glass bottles for external use remedies should be on hand, and amber bottles for solutions of silver salts, etc., are necessary; a set of moderately wide mouth bottles with short corks to fit is stock constantly needed for tablets and granulated effervescent salts. Sets of glass-stoppered tincture bottles, flint and amber and glass-stoppered wide-mouth bottles will be found most convenient. Full sets of homeopathic vials will not be found out of place in the dispensary, and screw-cap bottles and jars of every variety will be found to be of great advantage. Screw-top vials answer best for coated pills, for hard

capsules filled with liquid, and for tablets, but ordinary capsules and uncoated pills look badly in these and should be dispensed in boxes.

BOXES.

Pill boxes are generally had in proper sizes and in sufficient and attractive variety. If these are supplied with a label on bottom also this under label can bear copy of prescription when required, and should invariably be numbered as top to prevent mixing of tops, as sometimes occurs.

Powder boxes of different sizes should, of course, be had, but all powder boxes should be made to accommodate the same size powders, as folded; then it is easy to select the box which will nicely contain the powders prepared. Powders naturally do not always occupy the same space, and it is difficult for the dispenser to select the proper size powder box beforehand, the necessity for which is removed by this uniformity of width.

Boxes for soft elastic capsules, plasters and suppositories, boxes for dusting powders with perforated diaphragms, boxes for medicated soaps lined with paraffine, boxes for eye solutions, holding one-ounce bottle and pipette, are very attractive and convenient.

OINTMENT CONTAINERS.

Collapsible tubes of all sizes for ointments, with cartons to fit each size—necessary because the tube cannot be labeled; ointment jars with metallic caps and ointment jars with glass tops, special amber glass top jars for ointments of mercuric oxide, etc. Containers are indeed a study, and interesting papers could be written upon the subject.

Dispensing Notes.

Every well-equipped pharmacy should be supplied with a good steel numbering machine that will triplicate. These triplicate machines have to be made especially, but cost little more than the usual ones. There should also be provided order blanks, something like the sample attached hereto, and blank checks of a convenient form. These can be used as a means of advertising if desired.

Orders for Prescriptions.

Orders are easily divided into three classes: "Waits," "Calls" and "Send-outs." If the prescription is on a "wait" it should be numbered by the machine, the order slip should receive the same as also should the check given the customer. The order slip is simply marked "wait" if the party is unknown, and the name and "wait" if known. This same procedure is gone through with for a "call," excepting this term is substituted for "wait," and the time of calling added if this can be ascertained. Of course if paid for, this fact should be indicated. When these are delivered it will be necessary to mark them either paid or charged, as the case may be. The "send-out" order slip should receive, of course, name and address, and should be marked paid, charge or collect. It should receive one number from the machine, the prescription one, and the third should be placed on a book where a memoranda of all "send-outs" should be made, otherwise they might be overlooked. This book should show time of required delivery. The prescriptions and order slips should be dated before the label is written, with one of the small rubber dating

stamps so easily obtained. It will be found much better to write the abbreviation for the month than to use the conventional numerals, which are not so well understood by the laity, and are much more apt to be made in error. One month is seldom ever written for another, but one number is easily made when another should be used. Every pharmacist of any experience has been annoyed by duplicate numbers and by "skips;" frequently serious errors have occurred. A well-made machine will prevent all this if it is not used to number the labels, which look much better numbered with a pen; and these must bear the proper figures if the checking is carefully done. The order slips are a most ready and convenient means of charging sales. In this regard they will many times save their cost, and the value of time consumed in filling them out. They can be posted directly to ledger or copied in day-book; each day should be wrapped with paper bands marked, and the packages of the several months should be bundled. They record receiver and compounder, and might be made to indicate who delivered package. Each slip should show list of other goods to be delivered, with prescription; and one, indeed, should be used for every sale.

The checks, besides insuring the delivery of the proper prescription, save a world of embarrassment invariably following the asking for names, which in many instances the customer dislikes to give.

Notes regarding the peculiarities of the prescription or the mode of preparation should invariably be made upon the prescription itself. These notes, when necessary, should by all means appear. The filing of prescriptions is largely of individual preference, and is much influenced by the space at hand. No plan, however, seems to take the place of the large invoice book into which they are to be pasted.

Checking Prescriptions.

This should be done in all cases where it is possible. It takes time, 'tis true, but it is not only a safeguard to the patient but also guards one's business and is a relief and comfort to the conscientious dispenser that is indescribable.

The label should be written first, no matter by whom; the prescription and label should be checked before the prescription is compounded, then the label should be attached to the container by the dispenser the moment the prescription is finished. The label and prescription should then be checked again. This, however, is all useless unless a lot of wooden trays are at hand—8 in. by 12 in. by 2 in. deep is a convenient size. Into such a tray must be placed every article used by the dispenser, the prescription and the labeled package, and all handed to checker, who will certainly discover a missing drug. This tray system will work much more easily and satisfactorily than may at first appear.

Absorbent Cotton.

almost indispensable to the dispensing department, is scarcely more useful than is the absorbent, sterile gauze prepared for surgical dressings. Any number of uses will be found for this, and it always offers a perfectly clean towel, not often otherwise obtainable. The finer quality is preferable, and if kept in a box or drawer, with a pair of shears handy, it

will be very serviceable. The cost is small. It is especially useful as a coarse strainer, for drying vessels, for wiping off capsules, etc. Once used it is, of course, thrown away.

Dispensing Ointments.

Collapsible tubes can be quickly and nicely filled with ointments, which must not be fused, by placing the ointment on a piece of parchment paper which has been wet and from which the adhering water has been wiped. A long, slim package should be made, as near the shape of the tube as possible, only smaller; the usual wrapping fold should be made in the paper. One open end of this package should be introduced into the tube to the shoulder. The exposed end of the package should now be constricted and the ointment "stripped" out between the thumb and finger, filling the tube from the shoulder; meanwhile the paper should be drawn out as the tube fills. A pair of forceps, made for the purpose, are very desirable for sealing collapsible tubes. Metallic containers, when used for ointments of mercurials, silver salts, etc., should be coated with a resin. An ethereal solution of the tolu will be found very satisfactory and a convenient acquisition to the dispensing department.

Percentage Solutions

are now comparatively common prescriptions. Pharmacists should be quite sure they fully understand the quantities required to make the percentage called for. It has been observed by members of this committee that the methods often used give weaker solutions than intended; especially is this the case with those of higher percentages. The fact that the substance dissolved goes to make up a part of the total weight should not be overlooked, as is often the case; 45.5 grains added to a fluid ounce of water does not make a 10 per cent solution; but 50 grains to 450 grains of water does, and this will make very nearly a fluid ounce of the solution.

Filtration of Solutions.

Where first-class paper filters are not to be had, and good filtration is required, a pledget of absorbent cotton in the neck of the funnel in connection with the paper filter will be found effective. This is especially useful for eye solutions.

Eye Solutions

of small amounts of fluid and of delicate alkaloids should be made by washing the bottle with filtered water, shaking out all adhering drops, placing salt in bottle and adding sufficient filtered water.

Konseals

can be handled to best advantage in a regular apparatus. Not too much moisture and liberal pressure are the rules to follow. A convenient mould for gelatine lozenges can be made by placing the hinged portions of the Konseal machine flat on a piece of glass. The moulds thus made can be evenly filled with the melted gelatine base, properly medicated and adjusted. When cool the lozenges can be pushed through or out with no difficulty. Different size lozenges can be made with this improvised mould. A good base is made by using one ounce of French gelatine and one fluid ounce each of glycerin and water.

Gelatine Bases

for lozenges and suppositories can be made by dissolving the gelatine in hot water at once. It is not necessary to allow it to "soak," as is generally directed, provided the French gold medal product is used.

Compressed Tablets

can be made in a smaller way quite quickly if the proper compressing machine is at hand. The smaller compressors used with a mallet are not worthy a place in our stores. It is not at all necessary to granulate the substances to be compressed if the machine is fed by hand. Indeed, in almost every instance better results can be obtained when a very fine powder is used than otherwise. Often when a substance will not adhere at all in coarse powder, tablets can be easily made if the fine powder is used.

Alkaloids,

as such, are often soluble in fixed oils. This fact should not be overlooked, and when a salt of an alkaloid is prescribed in oily solution a proportionate amount of the uncombined substance should be substituted.

Spray Fluids

should be dispensed as perfect and permanent solution if it is possible to be so. As these are invariably expected to be in an atomizable condition, it is thought that slight alteration of this class of prescription is allowable. Small or additional quantities of potassium iodide, glycerin, alcohol, alkali or acid cannot be objected to if used with due consideration for their medicinal effect.

Waxed Paper

can be used to great advantage in dispensing many powders and powdered substances. When used the packages should also be wrapped in the usual white paper, since the waxed paper is unsightly.

An Irrigating Bottle

of two-gallon capacity, placed upon a shelf just above the level of the average eye, if fitted with a short rubber tube, a burette pinch-cock and a glass tube nozzle, will be found to be a most convenient holder for dispensing water. The amount required can be very quickly and accurately drawn by holding graduate on a line with the eye.

These notes, homely, perhaps, have not been offered by the committee as being in any way scientific, as science is generally understood; nor is it claimed that they are representative or that the collection is by any means as large as should appear hereafter. They are simply intended to show a line of work which we believe would be profitable to a large number of the Association's members.

Dispensing Not Yet on the Wane.

Patient inquiry and personal experience confirm the belief that pharmacists of a class that is creditable to the profession are to-day largely manufacturing their galenicals. It is possible to prove that, omitting extracts and fluid extracts, representative members of this association actively engaged in the retail business are preparing all preparations of the Pharmacopoeia used in sufficient quantities to pay, excepting, per-

haps, four or five, viz., spirits of nitrous ether, spirit of ammonia, solution of iron chloride, solution of lead subacetate and mercurial ointment. If this be so, and there is still much manipulation required at the prescription counter, the times and conditions plainly point to the necessity for ample facilities and sufficient equipment. To justly judge as to the extent and limit of such requirements one must look beyond his own narrow bounds and the possibilities of his environments, and scan the larger field of possibilities—the one into which ambition or desire may lead him.

In closing this report we trust it has been shown that there is yet dispensing to do, that there are still preparations to be made, and hope that through our efforts some little something has come to help the dispenser, the practical pharmacist.

PHARMACIST WANTED ; A THOROUGHLY PRACTICAL MAN.

[Address delivered at the opening of the 28th annual session of the California College of Pharmacy by W. M. Searby, Ph.C., Professor of Pharmacy and Dean.]

WE sometimes see an advertisement in these or similar words. It is not my purpose to explain just what kind of a man the advertiser wants, because no two persons think exactly alike on this matter, but I shall seek to show what constitutes a "thoroughly practical" pharmacist. I am aware that some persons distinguish so sharply between what is practical and what is theoretical as to make it appear that a man who is a good theoretical pharmacist is of necessity unpractical, while, on the other hand, the thoroughly practical man has no need of theoretical knowledge. How far this view is correct or otherwise I shall leave you to infer.

Business Qualifications Which Make for Success.

A generation ago there were many men in our drug stores who were possessed of a large fund of practical knowledge of their calling, whose acquaintance with those branches of science which are at the foundation of pharmacy was very limited. Some, indeed, made no pretensions to a knowledge of chemistry, or of any of the exact sciences. It is true that these men were often successful in business, and could do as good work behind the prescription counter as most of their more scientific competitors. I recall one who was expert in pharmaceutical manipulations, a rapid and correct dispenser, a good laboratory man for most of the work then required in a retail pharmacy, a man of good general education, pleasing address, and ready to turn his hand to anything from the making of fluid extracts to the management of a soda fountain. He rarely looked into a book on pharmacy or chemistry for any purpose, unless it was to find a formula. He had had large experience in some of the best establishments in Eastern cities, and being possessed of a good memory and the happy faculty of turning what knowledge he had to good account, he was a successful man. When in business for himself he quickly built up a prosperous connection. When employed by others as head clerk or manager, he commanded

a handsome salary. Yet his knowledge of chemistry was limited to most ordinary reactions and such incompatibilities as his varied experience covering twenty years of practical work had given him. Of botany he knew practically nothing. He was not familiar with the manipulation of the microscope, and had but little exact knowledge of any of the subjects now taught in our colleges of pharmacy. To what, then, did he owe his success? Undoubtedly to those qualities which would have made him successful in any calling to which he might have applied himself with the same earnestness as he put into pharmacy. But the times have changed, and if he should go forth into the world now as poorly equipped scientifically as he was when he first set out in business on his own account thirty years ago, his prospects of success, notwithstanding all those other qualifications, would be much less than they were then.

Failure Through Lack of Pharmaceutical Knowledge.

I call to mind another gentleman, who about the same time crossed my path, and his career is before me now. He also had a pleasing address, was quick and expert as a pharmacist, a fairly accurate dispenser, an average laboratory man, but lacking exact knowledge in the scientific branches of his calling. Within the last twenty-five years he has occupied several positions, in not one of which he has been able to do the best that might have been done. In one case much of the business that he might have done slipped through his fingers largely because of his lack of scientific knowledge. In another position he has simply held the ground because there was but little competition, where an up-to-date pharmacist would have built up a fine business.

Scientific Qualifications Without Business Ability Make for Poor Salesmanship.

These two persons were possessed of qualities well calculated to make them successful. The case of the one first mentioned stands almost alone, and is one of those rare exceptions which are said to prove the rule. The second case is but a type of many which I could mention whose lack of accurate pharmaceutical knowledge has left them behind their competitors in business. Why is it, then, that some persons are inclined to regard the scientific pharmacist as one who is not practical? Probably the cause is to be found in the fact that some young men just after graduating from colleges of pharmacy have had an exaggerated idea of their qualifications, and underestimate the value of those business qualities which are only to be gained by experience. It is to be remembered that the pharmacist is also a druggist, a dealer in drugs, and as such has to conduct his business in many respects on the same principles as a dealer in other kinds of merchandise. Again, it not infrequently happens that those qualities which make a young man an assiduous student, and hence lead him to graduate with honor, render him somewhat reserved and abstracted in his manner, so that he is less suitable behind the counter than one who has no disposition to study, but has a gentlemanly bearing, a gracious manner, pleasant conversational powers and business tact. While it does not of necessity follow that a person who is a good student should be wanting in these qualities, yet it is certainly apt to be so in the

case of comparatively young men, and too often the proprietor of a drug store in seeking for a clerk looks rather for a man who is a good salesman than for one who is a good pharmacist. Indeed, the good salesman without scientific attainments will often command a higher salary than the accomplished pharmacist who is a poor salesman. But while this may be true in some instances so far as regards the salaries paid to clerks employed as salesmen, the remark does not apply to men engaged in pharmacies in other capacities. In the laboratory, or at the prescription counter, or when called upon by the physician for aid in diagnosis, accurate scientific knowledge is at a premium. Again, experience in any pursuit counts for a good deal. Hence, the inexperienced graduate sometimes appears at a disadvantage by the side of the less scientific man who has had years of experience. These are doubtless the principal reasons why some persons have the idea that a scientific pharmacist is not a practical one.

The Type of the "Thoroughly Practical" Pharmacist.

Who, then, is the "thoroughly practical" pharmacist who is so often "wanted?" What are his qualifications? Rather than attempt to answer this query in the abstract, I will try to show in the concrete the sort of man that I think will, as we sometimes say, "fill the bill."

It is said that old men like to indulge in reminiscences. If, therefore, I give you a few illustrations that have come under my own personal observation, though not all in my own experience, being partly in that of others, it will not be regarded as out of place. Experience ought to teach us something, and I propose to give you the benefit of my experience in the matter now under consideration.

First, let us take chemistry. Many years ago a young man in a small store in one of the poorest districts of San Francisco was called on by one of the most eminent physicians in the city, who wished to prescribe some mercuric oleate for inunction. He had read of its use in the London "Lancet," and left a prescription calling for two ounces. The young pharmacist told him he did not think there was any in the city, but said that he would obtain it if possible; or, if not, he would send to New York for some. This was before the trans-continental railroad was opened, and it took from six to eight weeks to send to New York for merchandise by express. The doctor said he was very anxious to get some immediately. He did not want to wait six weeks. The young man said: "Well, doctor, if you like, I will make it for you." "Can you?" said the doctor. "Certainly," replied the young man. "Why, have you ever made any?" "No." "Have you ever seen it?" "No." "Then how do you know that you can make it?" The young man told him that he knew the nature of the fatty acids, and he would find some means of uniting oleic acid with mercuric oxide. The doctor somewhat incredulously said: "Well, you get it if you can, and if you can't, try and make it." The young man told him he would have it in two or three days. The result was that in less than that time the medicine was sent to the physician's office and found to correspond with the description given in the "Lancet." The physician used it first on himself, then on his patients. The result was

that as long as that physician lived, which was probably twenty years from that time, the druggist enjoyed his patronage, which was worth to him some thousands of dollars. He always attributed the warm friendship that sprang up between the doctor and himself as due in large measure to this favorable introduction. The physician found that this young pharmacist was a thoroughly practical man, because he knew enough of theoretical chemistry to feel sure that he could make a compound that he had neither seen nor heard of before. It was his theoretical knowledge this time that gained him the friendship of that physician.

In Which It Is Demonstrated that the Theoretical Man Is the "Thoroughly Practical" Man.

Now, let us look at botany and materia medica. These two branches of study are closely related to each other, and are now being taught in this college by the same professor. As chemistry is the basis of pharmacy, so is botany the basis of vegetable materia medica, which teaches us the geographical and botanical source of each drug, the mode of obtaining it and preparing it for the market, its chemical constituents and uses. Some years ago a pharmacist in this State had his attention called to the reputed medicinal virtues of one of our native California drugs, which at the time had not been admitted into the United States Pharmacopoeia. It was being used considerably in domestic practice. He experimented with it and became satisfied that the claims made for it were not well founded, but that it possessed considerable medicinal value in another direction. This led to further pathological experimentation, the result of which was that he made a preparation out of this drug and put it on the market without claiming for it anything but what he had proved it to possess. He made some money out of it, but indirectly it was a benefit to him in his business, securing for him a good deal of valuable notice from the medical profession. It was his theoretical knowledge of the general action of a certain class of vegetable principles which directed his experimentation and suggested the line of investigation which he undertook. In this case again the theoretical man was the thoroughly practical one, for he had the ability to turn an unknown thing to his pecuniary advantage.

Where Theoretical Knowledge Solved a Dispensing Difficulty.

Prescription difficulties frequently arise which bother the ablest hands. I think of a case in point. The following recipe had been dispensed more than once in a certain store in this city without attracting special attention, being a nearly colorless solution:

Spir. aeth. nitr.....	2	drs.
Liq. ammonia acet.....	1½	oz.
Vin. ipecac.....	3	drs.
Aquae ad.....	3	oss.

Again it was dispensed and had a purplish color, and was delivered to the patient, duly wrapped up. Very shortly it was returned with the intimation that there was something wrong about it. The dispenser was sure that he had compounded it correctly, but to satisfy the patient proceeded to make it over again with special care. The color was purplish as before. As he did not understand the reason of the color he consulted a theoretical man, who, on looking over

the prescription, at once guessed the cause of the trouble. Taking a piece of litmus paper he ascertained that it had an alkaline reaction. Applying the same test to the solution of ammonium acetate in the shelf bottle from which the previous supply had been taken, that was also found to be alkaline. The addition of a few drops of acetic acid to the prescription discharged the purple color, and gave it the appearance to which the patient was accustomed. The theoretical man knew that what is known in trade as red ipecac contains a sufficient amount of red coloring matter in the cortical portion of the root to give it a pinkish tinge, and hence the trade name. This red coloring matter, like many other vegetable reds, is turned blue or purple by alkalis, and he at once surmised the cause of the whole trouble—viz., the solution of ammonium acetate had not been properly made, since it had an alkaline instead of a slightly acid reaction, and the alkaline ammonium acetate solution had turned this red principle blue. In this again the theoretical man was the thoroughly practical one. Indeed, had he dispensed the prescription himself, using the same materials, he would have at once discovered that the ammonium acetate was at fault, and would have corrected it before proceeding further with the prescription, and the trouble would never have occurred.

Another Instance.

Sometimes pharmacists are consulted by physicians in regard to the most desirable mode of administering a medicine. Some years ago a certain chemical came into note as a remedial agent, but it was known only in the form of a disagreeable, pasty mass, and having to be administered in rather large doses was usually suspended in water by means of syrup or some viscid substance. This was unpleasant and difficult to administer in uniform doses. The theoretical pharmacist was consulted to know whether that chemical could not be dissolved, and so a less unsightly medicine with equal dosage be obtained. The theoretical man knew that by converting it into a double salt an elegant preparation could be made, unobjectionable to palate or stomach. Feeling assured that the medicinal action of the remedy would not be affected, he was asked to prepare such a solution. This involved some exact knowledge of chemistry, and as he was familiar not only with the chemical reactions, but also with the valencies of all the materials that entered into the new compound, he figured out a process for making it in about as little time as it has taken for me to recount the incident. Here, again, we find that the theoretical man was the thoroughly practical one.

The Pharmacist as a Bacteriologist and Analyst.

Instances such as I have given might be multiplied indefinitely, for they occur frequently to every man who is to be regarded as a thoroughly practical pharmacist. They have been selected from the every-day experiences of the modern drug store. But the times are changing, and more and more is there a demand for this kind of theoretical knowledge, and not only so, but further demands than I have hinted at are already beginning to be made. Recently a gentleman called upon me to give him the name of a graduate in pharmacy whom he could place over his dispensing

department, and who would be competent to conduct complete quantitative analyses of urine, to make expert toxicological analyses, to make full reports of microscopical examinations of urinary deposits, of sputa, blood and various pathological secretions, and to assist busy physicians or those who did not trust their knowledge in this line in forming diagnoses. The compensation offered was liberal, and the conditions in other respects tempting. I am pleased to say that I found a satisfactory man—a graduate of this college. I need hardly say that he was a theoretical man, for no one without considerable theoretical knowledge of chemistry, microscopy and toxicology would have been a thoroughly practical man for that position.

The Ph.G. as a Manufacturer.

Some time since a manufacturing establishment had need of a chemist. The kind of work demanded of him was in some respects nearer to pharmacy than to chemistry. There was expert work to be done in a certain department of chemical analysis. Investigation would be needed from time to time looking to improvements in the mode of manufacture. The kind of man wanted for the position was a pharmacist whose knowledge of the chemical constituents of many substances in the vegetable kingdom would supplement his knowledge of analytical chemistry. Such a man was found in one of the graduates of our college. I have hitherto said nothing in relation to the kind of men needed in large manufacturing pharmacies. When you enter such an establishment you are shown the warehouse, where the raw material is received, the mills where the drugs are ground, sifted and otherwise prepared for manipulation, the various processes of extraction with their percolators, their presses, their vacuum pans and all the paraphernalia employed in extracting the medicinal constituents from the raw material so as to have it in convenient and permanently stable form. You will see the machinery for making pills and coating them, filling capsules, manufacturing tablets, triturates and many other things. You will see girls employed bottling, labeling, wrapping and packing, and finally porters shipping the goods and the clerks making out invoices. You may or may not see into a little room where two or three men are employed with miniature extraction apparatus, flasks, stills, test tubes and chemical reagents. You may or may not see the microscopes and the spectroscope. You may or may not see the experimental processes going on in this little room whereby the value of these various preparations is being tested, but in that room the brainwork of the whole manufacturing department is carried on. Processes are being devised for improvements in manufacture, for remedying defects in regard to the keeping qualities of pharmaceuticals, difficulties of manipulation or of preservation are being grappled with, wasted by-products are being experimented with so as to utilize or save them, and much other work of a similar character is being done. Who are the thoroughly practical men employed in such establishments? Invariably, men with a good knowledge of theoretical chemistry, of pharmacognosy, of microscopy. In such a place theoretical knowledge of all the subjects bearing upon pharmacy is necessary to direct experimentation, to construct formulae, to detect errors, to

overcome defects. The man who knows how to do only what he has seen done before may be a very valuable assistant, but it is the man with theoretical knowledge who will be called upon to initiate new ideas, devise new processes, make new preparations, and to thus open up new fields for money-making.

Experts in Chemical Technology.

I might pursue this matter further and say how the theoretical pharmacist is fitted to be an expert in many branches of chemical technology. His practical experience, joined to the theoretical knowledge acquired in a college of pharmacy, prepare him admirably to enter upon certain fields of investigation, without which it is not safe for large enterprises to be carried on.

Testimony from Professor Wulling.

In this connection I will content myself with reading a letter or an extract from a letter from the Dean of the Department of Pharmacy of the University of Minnesota. This letter was written in confirmation of an article that I published some time since, in which I claimed that the instruction given in our best colleges of pharmacy fitted men for many positions outside of pharmacy in which they could render valuable services to capitalists and to the State.

The University of Michigan,
Minneapolis,
College of Pharmacy.

November 30, 1898.

Dean W. M. Searby, California College of Pharmacy, San Francisco, Cal.

My Dear Sir—I have yours of the 25th inst., and am more than glad to endorse the position you have taken in regard to the eligibility of graduates in pharmacy for positions in manufacturing laboratories, etc. In my opinion, there is no training superior to that afforded at our best colleges of pharmacy for those who are to hold responsible positions where chemical, physical, pharmacognostical or pharmaceutical knowledge is required to an eminent degree. The abundant practical training in chemistry and allied sciences which our best colleges provide for their students, together with the experience in the store laboratory and at the prescription counter, where accuracy, precision and a high degree of general competency are essential, so round out and develop the capacities for high-class and responsible work that I know of no better way for the acquisition of efficiency and qualification so necessary in conducting important work.

I think I am conservative when I say that I could cite the names of at least one hundred graduates in pharmacy who are holding responsible and prominent positions in establishments other than drug stores. I know graduates from colleges of pharmacy who are chemists in charge or assistants in sugar refineries, volatile oil houses, dye works, flour mills, steel works, boards of health, food and dairy commissions, paint works, linseed oil works, breweries, United States custom houses, gas works, mineral water manufactories, acid works, artificial essence manufactories, wholesale wine houses, patent medicine manufactories, etc. Of course, the laboratories of wholesale drug houses and of chemical works are, as a rule, in charge of graduates of pharmacy.

Quite a number of our students hold positions outside of drug stores. As to the work our students are required to do, you can form an idea that it is comprehensive and advanced by perusing our catalogues. I also refer you to a brief outline of work in organic chemistry in the September 1898 issue of *The American Druggist and Pharmaceutical Record*.

I rejoice with you in your good fortune to have the California college so adequately housed. You ought to become now an even greater factor in the cause of higher pharmacy. If I have not written whereof you desire to know, command my pen again.

Mrs. Wulling joins me in sending sincerest personal regards. Very truly yours,
(Signed) FREDERICK J. WULLING.

From the imperfect sketch which I have hastily given, I think it will be apparent to you that while a man may obtain considerable knowledge of pharmacy from the daily routine of the drug store,

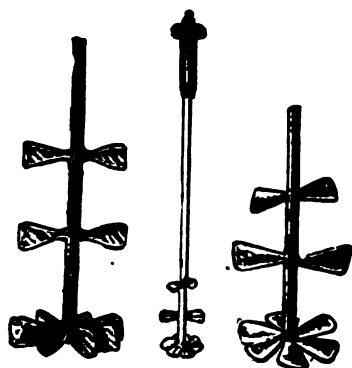
so that in the course of years of experience he will pick up many facts and may acquire much skill, yet I am justified in declaring with much positiveness my conviction that the only "thoroughly practical" pharmacist is the man who has a theoretical knowledge of all those branches of science upon which the art of pharmacy depends.

Value of Reserve Knowledge.

I deem it important that every pharmacist should be possessed of a large fund of reserve theoretical knowledge; for, as the illustrations which I have given clearly show, he never can tell when the necessity may arise for the application of this knowledge. I have been led to select the theme upon which I have just spoken by hearing complaints, both from students and druggists, that we were giving too much theoretical instruction; that it was unnecessary, and that the students' time could be put to a better use. It is seldom that any man but one who is himself ignorant of theoretical scientific knowledge makes complaint against the time spent by others in acquiring such knowledge, and I want our students at the outset of this term to understand that they are expected to know much more than they will be called upon to use in the first few months of their career after leaving college. I want them to realize that a broad, liberal education in the theoretical parts of their calling is just as essential as the practical work which they do in our laboratories in order that they may go forth into the world "thoroughly practical" pharmacists.

New Forms of Stirrers.

What appears to be a very effective stirrer has been devised by Priesemuth. Its peculiarity consists in having several sets of blades set at varying angles, or



TURBINE SHAPED STIRRERS.

even reversed, on the same shaft, thus causing the formation of conflicting currents. The construction of the stirrer is shown by the accompanying cuts.

Deodorization of Rubber Rings.

At a recent meeting of the Verein der Mineralwasser-Fabrikanten, in Germany, the following methods were proposed for killing the odor of rubber rings:

Treating the rubber with solutions of caustic potash, or caustic soda; treatment with potassium or sodium carbonate, since caustic potash and caustic soda injure the rubber; boiling with alkaline soaps; boiling with lescive phenix—calcined soda and waterglass; and after treatment with soda, leaving the rubber for some time in a solution of cooking salt (10 to 15 per cent).

HOW TO RUN A HOT-SODA APPARATUS PROFITABLY.*

By GEORGE T. KELLEY,
Everett, Mass.

Of the many opportunities for increasing the income of a store there is none more frequently neglected than that to be gained by keeping hot soda. The possibilities of this branch of the soda business seem never to have occurred to many fountain owners who are remarkably energetic in their efforts to keep their cold soda business in the front line of progress. When we consider the comparatively small cost of the hot-soda apparatus, this disposition to neglect a valuable adjunct to the regular soda business becomes the more remarkable.

An apparatus of good appearance may be obtained at a figure within the reach of all, and even an elaborate one with automatic heat regulator may be purchased at a very reasonable figure. This last named attachment, the automatic heat regulator, aside from the service it performs in making explosions impossible, is of great value because of its economy of fuel. With it the water is heated to just the desired point, then the flame is so reduced that, while the temperature is maintained, there is no unnecessary consumption of fuel. This improvement has greatly reduced the expense of running a hot-soda apparatus. As to the appearance of the fountain, it will be found that an attractive apparatus invariably repays the slightly larger outlay. It seems to make the soda taste better, acts as a drawing card, and at the same time it serves as an ornament to the store quite as much as an elaborate cold soda fountain or handsome fixtures.

Syrups for Hot Soda.

The syrups used in making cold soda will be suitable in most cases for making hot soda as well. In some instances, however, a change is necessary. The chocolate syrup used for cold soda may not make up well as a hot drink, and lemon and ginger, as sometimes prepared, do not make a clear drink. By making up special syrups these faults may be easily avoided. Chocolate and coffee, if not strained, sometimes leave a sediment in the bottom of the cup. Of course, this is not right, and measures should be taken to correct the defect.

A special syrup or drink of your own manufacture, besides the usual flavors, serves as an additional attraction. Your competitor does not keep it and if it is good it will draw trade for you. Above all else do not practice too strict economy. If a few cents added to the cost of a gallon of poor syrup will make it the best possible, then it is for your interest to expend the amount necessary to obtain the better product.

There is always a large demand for houillons of different kinds as hot drinks. It is true that this part of the hot-soda business does not yield proportionally as large profits as do the drinks made with syrups, yet the margin is fair. The amount of business done in this line depends largely upon the manner in which it is served. Salt, pepper and celery salt should be always at hand. If the beef tea has added to it a small amount of catsup, the flavor is greatly improved. A few saltines or similar crisp salt crackers

*Awarded a prize in the Jas. W. Tufts prize essay contest.

add much to the relish. Economy will deter many from going to the expense of providing these extras. But if they are "extras" and do reduce the profits, then with the reduced profits there will come increased sales to more than equal the difference.

The cream used in hot soda must be perfectly sweet, else it will separate and rise to the top, making its condition at once apparent to your customers. Cream should not be heated unless you are doing a large business and can use it quickly. Even then it is unnecessary.

In serving hot soda be sure that it is as its name indicates—hot. A luke-warm soda is nauseating. To insure a hot drink take good care that the water is hot, and cups and syrups warm.

Cleanliness about the hot-soda fountain and its accessories is just as necessary as it is about the cold-soda fountain. If possible, the hot-soda apparatus must be looked after even more carefully. A drop of liquid is instantly a spot and the heat causes silver to tarnish with startling quickness wherever it is exposed. Cups, spoons, slabs, syrup bottles—all must be clean, and to so maintain them requires a watchful care that makes dirt a stranger.

The soda business has more of value than the immediate profits derived. It brings people into your store who, perhaps, would not otherwise enter it, and bring with them trade for other things. Cold soda does this for you during the summer, and hot soda will serve the same purpose even more effectually during the winter.

A New Sifter.

Giraud (Jour. de Pharm. d'Anvers, 1899, 307) has invented a new form of sifter which consists of two circular sieves clasped together and enclosed in a dust-



DOUBLE ROTARY SIFTER.

proof cover, as shown in the accompanying illustration. The sifting is effected by revolving the sieve by means of the crank.

ANTI-RHEUMATIC LINIMENT.

I.		Parts.
Oe. terebinth.....		200
Sod. salicylat.....		10
Cambogiae.....		10
Myrrh.....		10
Canellae.....		10

Apply three times a day and swathe the parts in cotton.

II.		
Menthol.....	1/2	dr.
Cajeput oil.....	1/2	dr.
Chloroform.....	1	dr.
Soap liniment.....	1/2	oz.

Queries and Answers.

We shall be glad, in this department, to respond to calls for information bearing on pharmacy or any of its allied topics, and cordially invite our friends to make use of this column.

The name and address of the inquirer must accompany the communication, not for publication, but to assure attention, as we make it a rule to pay no regard to anonymous correspondence.

We have perfected arrangements to have legal queries answered by competent authority and invite our readers to avail themselves of this advice free of charge.

Transparent Glue.—S. D. C. asks for the formula of a transparent glue or paste, such as is used in art work to attach pictures to glass.

The following is an improved formula which yields a nice transparent glue. It is used hot:

Gelatin	4 ozs.
Water	18 ozs.
Glycerin	1 oz.
Alcohol, 90%	5 ozs.

Soak the gelatin in sufficient water to hydrate it, add the remainder of the water and the glycerin and heat until it is dissolved. While still hot (but not too hot) add the alcohol.

Another excellent paste for the purpose described may be made by following the directions given by Frank Edel in the American Druggist for June, 1898, for the manufacture of a label paste. The formula is:

White dextrin	5 lbs.
Water, heated to about 160°	1 gal.
Oil wintergreen	¼ dr.
Oil cloves	½ dr.

Dissolve the dextrin in the hot water by stirring; when cool add the oils and stir. Then pour the paste into suitable receptacles, glass wide-mouth bottles or porcelain jars, cork and place in a cool place where the paste may congeal and ripen. The ripening process takes about one week.

Powder for Blackheads.—S. D. C.—We do not know of any dry application that would be likely to prove useful in the treatment of blackheads or comedones. Sulphurated lime is recommended to be given internally in doses of one-tenth to one-eighth of a grain in the postular form of acne, and sulphur alone is given internally, but outward applications of these or any other powders would have little effect. A solution of resorcin in water is often prescribed in the strength of 10 to 30 grains to the ounce. The favorite application with dermatologists where the sebaceous glands have become much plugged up is a paste made as follows:

Precipitated sulphur	1 dr.
Green soap	1 dr.
Precipitated chalk	1½ dr.
Zinc ointment	1 oz.

After keeping the skin well covered with this during the night, most of the blackheads may be washed out in the morning.

Violet Water.—S. B.—Numerous formulas are extant for this favorite toilet water, and we cannot do better than quote a few of the best:

I.	
Violet extract	2 ozs.
Cassie extract	1 oz.
Spirit of rose	¼ oz.
Tincture of orris	½ oz.
Green coloring, q. s.	
Alcohol	20 ozs.

II.	
Essence of violet	7 fl. ozs.
Essence of rose	2½ fl. ozs.
Essence of cassie	2½ fl. ozs.
Alcohol	56 fl. ozs.

III.	
Essence of violet	6 fl. ozs.
Essence of cassie	2½ fl. ozs.
Spirit of rose	2½ fl. ozs.
Alcohol	48 fl. ozs.

The cost of the above waters may be lessened by the addition of water, and their appearance enhanced by attention to the coloring of them. A little chlorophyll or cannabis indica extract, or any of the water-soluble anilines, will be found useful as coloring mediums. This water may also be prepared by diluting violet extract with alcohol, adding some water and filtering.

Anatomical Charts.—T. C. H.—Charts showing the abdominal viscera, types of glands, scheme of circulation, etc., can be obtained through G. E. Stechert, 9 East Sixteenth street; J. H. Vail & Co., 5 East Seventeenth street, and other foreign and domestic book publishers. At Stechert's may be seen the higher priced imported charts.

Books on Perfumery and Dealers in Perfumery Materials.—G. F. D.—Perfumes and Their Preparations, by G. W. Askins, published by N. W. Henley & Co., New York, price \$3.00, is a work which can be consulted to advantage. It is one of the most recent publications of its kind. Piesse's standard work is not adapted to modern requirements. The newer developments in the art of perfumery-making point more and more to the use of the synthetic odors, but we have no manual of the new art. One is promised shortly from Paris, the author being M. Chaabot, and the publishers the well-known firm of J. B. Bailliere & Fils. At present your best source of information is the files of the drug journals. The American Druggist will shortly publish a series of formulas in its Selected Formula Department. Leading dealers in perfumery materials are: Fritzsche Bros., Barclay street, New York; Dodge & Olcott, 86 William street; Warrick Frères, Maiden Lane; W. P. Ungerer, 18 Cedar street; Magnus & Lauer, 4 Cedar street, and Fries Bros., 92 Reade street.

A New Kind of Prescription Puzzle.

—J. W. Colcord, Lynn, Mass., communicates the following to the "Druggists' Circular":

Not long ago a physician who uses the metric system wrote the following prescription:

Potass. iod	15
Syrup sarsap. comp	50
Aquae	60

When the prescription reached the pharmacist there was nothing to show the amount desired. After puzzling awhile he came to the conclusion that this portion had been torn off, so stepping in the front of the store he asked the woman who brought it if she knew anything about it. "Yes," she said, "I did it; I wasn't going to get all that amount he wrote for, a dollar and a quarter's worth, nor let him make the price either." She had added up the written column of figures, arriving thereby at the conclusion. After explaining matters she was sent back to the physician for a new prescription, a sadder and a wiser woman. She probably now knows enough not to "monkey" with the prescription.

Asthma Powders.—M. A.—The following have been highly recommended:

I.	
Stramonium	
Lobelia	
Potass. nitrate	2 ozs.
Black tea	

Powder finely, sift and mix.

II.	
Stramonium	2 ozs.
Cannabisindica	1 oz.
Lobelia	1 oz.
Eucalyptus	1 oz.
Tea	
Anise seed	1 dr.
Potass. nitrate	1½ oz.

Dissolve the potass-nitrate in 3 ounces of water; moisten the mixed vegetable ingredients with the solution, and afterward dry thoroughly.

Hektograph Inks.—M. A.—Below we give formulas for an assortment of colors:

BLACK.	
	Parts.
Methyl violet	10
Negrosin	20
Glycerin	30
Gum arabic	5
Alcohol	60

BLUE.	
	Parts.
Resorcin blue, M.	10
Acetic acid dilute	1
Distilled water	85
Glycerin	4
Alcohol	10

Make a mixture of the liquids, and in this dissolve the blue by the aid of gentle heat.

GREEN.	
	Parts.
Anilin green, water soluble	15
Glycerin	10
Water	50
Alcohol, 90%	10

RED.	
I.	
	Parts.
Diamond fuschin	10
Alcohol	10
Acetic acid	2
Gum arabic	10
Water, distilled	70

II.	
	Parts.
Diamond fuschin	10
Alcohol	10
Glycerin	10
Water	50

Advertising Ideas.

Under this heading we shall conduct a practical discussion of store methods and advertising for retail druggists. The Department Editor will be pleased to criticise advertisements, suggest improvements and answer all questions coming within the scope of this department, provided they are accompanied by the name and address of the writer.

ULYSSES G. MANNING,

DEPARTMENT EDITOR.

Prize Advertisement.

The "American Druggist" offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize this time is awarded to Jno. R. Thompson, Allegheny, Pa.

CRITICISM AND COMMENT.

Good Store Paper.

MR. THOMPSON receives the award on account of the excellence of his store publication. This is a four-page folder about 7x10 inches in size, devoted largely to descriptions and prices of seasonable goods. The price lists are interspersed with ads of the general character of the examples reproduced. For anyone who contemplates issuing a publication of this sort, an inspection of this paper will be of value. It is a very good example of what such a publication should be, and I suppose a copy can be had by forwarding postage and a diplomatic request to Mr. Thompson.

An Awful Specimen.

A correspondent forwards an ad which is about as good an example of how not to do it as I have seen for some time. Its general appearance is good, which makes it further liable to indictment for getting attention under false pretenses. Here it is:

USE OUR MACHINE OILS.

We have the purest machine oil that can be procured.

Buy some of us and be convinced.

We have a full line of toilet articles and perfumes. If you need any article in these lines you should call on us.

We keep harmonicas from 5 cents up.

We have a good line of stationery.

Call on us when you need some.

Our baking powder is the best made.

It is to be regretted that lack of space circumscribed the efforts of this writer, otherwise we might have been favored with a catalogue of his stock and received a further assortment of invitations to "call on us." From machine oils to

toilet articles is a far cry, but this adsmith leaps it at a bound and keeps you guessing throughout. The first sentence leads you to believe that he carries but one machine oil and that it is real machine oil. If you are going to worry over this latter point you are given the privilege of buying some in order to convince yourself that it is pure and can be safely administered to your machine. This ad seems to have been aimed at "Pap, Sis, Bub and Ma," but the chances are it never touched one of them.

Courts the Muse.

Editor Advertising Ideas:

I mail you under separate cover a copy of our local paper containing one of my ads. Kindly render an opinion on this kind of advertising, as I notice you are constantly commenting on others in your valued journal.
Brillion, Wis.

DALE ANDREWS.

Mr. Andrews' ad is a rhyming one, and was set in imitation of typewriter type. The latter feature made it conspicuous. As to the value of this sort of ads I have serious doubts. As C. A. Bates puts it: "The trouble with most rhyming ads is that they don't rhyme and they don't ad."

Mr. Andrews' rhyming will pass, but metre is obviously an absent quantity, and the ad as a whole is too much on the shotgun order to have any selling force. The writer of rhyming ads is so fully engrossed looking for rhymes that he loses sight of the object in view. Rhyme is not a natural form of expression, and even a skillful wielder of it is always handicapped when he has to put business facts into verse. If you had to hang unless you wrote an ad that would positively sell some goods, would you toy with rhymes? Not much. You would use the clearest, stiffest prose you were capable of. Good rhyme, discreetly used, can sometimes be employed to give individuality to advertising and to attract the attention of certain classes, but the essential facts to be presented are always best told in prose. Some examples of legitimate use of rhyme will be shown in next issue.

LOST! THE KEY OF BOWER'S DRUG STORE.

If you find it you needn't return it before October 1, as we shall not lock our door again until that date; for our increased business requires that we

Keep open day and night.
311 Howard St.

This is the wording of a dodger distributed July 1 by R. T. Bower, Petoskey, Mich. It would have been difficult to put this intelligence into more effective form.

A Fountain Requisite.

H. A. Willey, Newport, N. H., sends a neat little cardboard folder used this season at his soda fountain, and distributed over the city. It contains a list of beverages with prices, a list of the local fire-alarm boxes, and the little talk which follows:

PEOPLE SAY OUR SODA

IS THE FINEST IN TOWN.

We have at least spared no pains to make it so. The result we leave to your judgment. Our syrups and crushed fruits are the best money can buy. Most of them we make ourselves.

We have all the most popular drinks, and many of our own that cannot be obtained at any other fountain.

We always have something new.
We try to please.
Cleanliness, our motto.

H. A. WILLEY.

Every druggist who has a fountain should put out something of the kind as a part of his season's advertising campaign. But it is expecting too much of an advertisement of this sort to rely on it to do all that should be done. A fountain menu is a sort of a stock form that should be issued as a matter of course, but it ought to be backed by other forms of advertising.

An Old Curiosity Shop.

Editor Business Hints:

We hand you a circular that has been brought into our store by scores and scores of people who had never patronized our establishment before. It is long drawn out just to get out of the last century stereotyped style.
Bourbon, Ind.

A. C. MATCHETTE.

"Dock" is something of a neighbor of mine, living about twenty-five miles southeast of my left elbow. He is a veteran druggist and an original and interesting individual. His individuality sticks out in this circular, which is rather an oddity, but the advertisement fits the writer and his "rare old curiosity shop," and that accounts for its effectiveness.

The following liberal extract from the circular will make you feel at home if you ever stop off at Bourbon.

A REAL RARE OLD CURIOSITY SHOP.

A celebrated physician of Chicago, being in Bourbon one morning, did what everybody else does—dropped into Dock Matchette's Old Drug Store. He called for eight very rare medicines, indeed, and was furnished with all of them without hesitation. "Ah! ah!!" says that great doctor, "you have all these rare and expensive medicines. Why I tried to get these at Logansport, Terre Haute, Evansville, Indianapolis, Richmond and Fort Wayne, and was unable to find more than three of them at any

one establishment. Will you please allow me to inspect your store, as it appears to be the most varied, largest and complete drug store I ever saw in my life, even in the largest cities." After spending an hour or over inspecting the rare stock of rare and expensive drugs and medicines, he unhesitatingly pronounced Dock Matchette's old drug store the most complete, varied and largest he really ever had seen in city or village. That great Chicago doctor was surprised, as is everybody else, to find that Bourbon had the finest and largest stock of common, as well as rare and expensive, medicines he ever saw. So is everyone else. This gave Bourbon a splendid send-off. Drop in any time and inspect Dock Matchette's Rare Old Curiosity Shop.



Editor Business Hints:

I enjoyed reading your recent criticism of my ad, which I considered rather hard. I would be greatly obliged if you would advise me how this ad could have been improved and where the lack of care was so apparent in my revision. I enclose two more ads, which please enter for criticism.

KARL O. CYRUS.

Bridgeport, Conn.

Some of the sentences in the former ad were rather ambiguous, and this was supposed to be the result of careless revision. Here is one that could be improved: "You may buy the same as the best, but it may not be so." Substitute "oil" for "same" in this sentence and the meaning becomes clearer. Another sentence that seems a little cloudy is: "You question yourself, what is the matter?" In one of the ads just submitted I find this: "Money is spent lavishly on the numerous roach foods in hopes that they may rid them of the pests." If you will allow your ads to get cold and then revise them, you will often be able to make improvements. The display ad headed "Don't send the roaches to your neighbors" is a good one, one of the best submitted for this issue.



From Siegfried's Pharmacy.

I am in receipt of a chunky little booklet of thirty-two pages from Siegfried's Pharmacy. No location is given and there is nothing in the booklet to enlighten me. The lack of address is not a very serious omission, but it is still a fault. The booklet is printed in red and black, and bound in coarse straw paper such as butchers use for wrapping. It is attractive in appearance and is crammed full of miscellaneous matter, some bad, some good. It looks much as though the contents of a scrap book had been jammed between the diminutive covers. It contains a varied assortment of ads, part in rhyme, part in prose. The ads are interspersed with poetry, humor, postage tables, poison antidotes, household hints, etc. Much of the matter is set in solid nonpareil type, which will be trying on the eyes of many readers. It is not pleasant to condemn a production that has required so great an expenditure of time and money, but my candid opinion is that no such booklet could ever pay. There is too much matter in it; too much of the matter is irrelevant. A good share of the contents will neither amuse, interest nor influence readers. Not one person in a thousand will ever read through it, and nothing would be gained if it all were read because the

Prize Advertisements.

Porous Plasters.

We have about thirty kinds of porous plasters. We have sold many, many gross of them, have heard the opinions of many people on the different kinds. We have learned that the plaster that helps one may be entirely useless to another. We are, therefore, in a pretty fair way to judge which is the best plaster for the majority and can state that we have found the "Belladonna and Capsicum," made by Bauer & Black, best suited to 99 cases out of 100.

We have had a special lot made a little larger than the ordinary size which we sell for 25 cents. They are good for weak back, aching sides, lumbago, bad kidneys, rheumatism, asthma, colds on chest and all aches and pains. We believe this plaster is the best one you can get.

A Good Soap.

A great many advertisers tell you which soap is the best, but it remains for us to guarantee one. We have sold Dr. Speer's Curative Soap for some time and feel perfectly confident in saying it is the best soap in the world. It is not so highly scented as some, but for all uses a soap can be put to it beats anything we have sold. Can be used on the tenderest skin. Good to wash baby. Useful in clearing the complexion. Makes a good lather and remains hard till it is all used up.

Try it—if it is not satisfactory we will cheerfully refund the price.

15 CENTS PER CAKE.

Our Specialty.

This is the age of specialties. Doctors, lawyers and business men are gradually seeking to thoroughly master one branch of their profession or business and push it to the front.

Our specialty is the filling of prescriptions; this is the most important feature of our business, we therefore give it the most of our time and attention. We prepare each prescription not only methodically, but with a full realization that the health and life of a fellow mortal depends on the manner in which it is compounded. It is this appreciation of our responsibility that gives our customers the confidence they have in our methods.

This confidence is a possession we have won by patient endeavor and one we would not sell for any price. Success is not won in a day. It comes only after a continued effort.

We have been putting up prescriptions for years and the fact that each one has been right has gradually won for us an enviable reputation. We fill all Prescriptions exactly according to the Physician's order.

There are no "just as good" methods employed here.

reader's impressions would be so diffused and vague as to leave no lasting effect. There is a possibility that the casual reader glancing through it may get some impression or suggestion that will stick.

It is hard for advertisers to realize that an advertisement that has cost time, thought and money, and which may be decidedly clever, may still be practically worthless. It is still harder to realize that a production that has elicited enthusiastic praise from friends and admirers may be useless as a business-bringer. I hope this booklet paid; the publisher has strong faith in advertising and backs his faith courageously, but the probabilities are that it did not pay.

An Enterprising Druggist as a Press Agent.

A correspondent of "Printers' Ink" sends the following interesting tale:

The recent death of Mlle. Rhea, in Southern France, brings to mind the original advertising campaign conducted by one of her managers, the deceased Arthur B. Chase, of Holyoke, Mass. Chase was a Holyoke druggist and manager of the opera house there. He had the friendship of many newspaper men and \$20,000 of Congressman Whiting's money. After a conference with Charles Fyenne, of the Springfield "Republican"; E. A. Newell, of the "Union"; H. I. Merrill, of the "Homestead," and the critic of the "Daily News," Chase concluded to work the "society racket," and Rhea was launched upon a long and prosperous career. The newspaper men mentioned prepared the advance notices. The lady was advertised as a woman's woman. The purity of her life was dilated upon. Well substantiated claims that Hortense Rhea was the original virtuous woman were made. The friendship of Congressman Whiting's family was valuable, as it secured the actress the entree to the politest society. The gift photograph racket paid. Many an American family has enshrined "the only photo which Mlle. Rhea ever had taken." The actress's rooms were always bowers of roses. In them she held high court with governors, military men and politicians as courtiers, with their wives as high ladies in waiting.

During a Washington engagement, President Arthur was enrolled among the lady's many advertising agents. Newspaper men were constantly in her train and right well did they do their duty. Rhea's "printing" was of the same immaculate character as her other advertising. Ivorette three-sheets were prominent in the window display. They cost ninety cents each and were so good that merchants who were usually averse to giving up some thirty-four square feet of plate glass to "shows" fell over themselves to get a Rhea litho and seldom thought of demanding the usual "comp." Nearly every prominent theatre in the United States has one of these lithographs framed in gold as a permanent decoration of its lobby. They may also be found in many hotels and private business houses. Rhea received from her manager \$50 a week and 25 per cent of the net receipts. Under his methods she received \$90,000 for her services during the first season. She retired from his management at the end of five years with over \$300,000 to her credit. Rhea was not a great actress, but she was a hard worker, conscientious and excellent material for an advertising agent to handle.

UPPERMOST AT CINCINNATI.

Topics Likely to Be Discussed at the Annual Meeting of the N. A. R. D.

LEADING OFFICERS AND DELEGATES GIVE THEIR VIEWS.

Money Needed to Run the Association — Local Organization a Necessity.

We present below a number of communications relative to topics likely to come up for discussion at the annual meeting of the National Association of Retail Druggists at Cincinnati, October 3 to 6, which have been prepared especially for publication in *The American Druggist*. While these do not reveal much of what has been accomplished during the past year by this active and aggressive organization of delegates from State and local associations, they do indicate in some degree what is uppermost in the minds of the men who will attend the meeting without instructions from the associations which they represent. So far as we are able to learn, none of the State or local pharmaceutical organizations which will be represented at the annual meeting of the N. A. R. D. have instructed their delegates in regard to any particular course of action. The delegates for the most part are given a free hand, a circumstance which in itself will lend strength to the deliberation of the national body, for independence of action will thus dominate the proceedings, and the State and local associations concerned will be more or less bound by the votes of their representatives.

For the convenience of delegates who will attend the Cincinnati meeting we append below a copy of the constitution and by-laws of the N. A. R. D.:

Constitution and By-Laws.

PREAMBLE.

Whereas, The commercial interests of the retail drug trade of the United States require for their protection and promotion united action, we do form a national organization of retail druggists. To effect the purposes of organization the following articles of association are adopted:

ARTICLE I.

The name of this organization shall be "The National Association of Retail Druggists."

ARTICLE II.

The object of the association shall be to unite the representatives of associations of retail druggists in United States in a central body for the improvement of the business conditions of the retail drug trade.

ARTICLE III.—MEMBERSHIP.

Section 1. The association shall be a delegate body. Membership is vested exclusively in regularly organized associations of retail druggists.

Section 2. Each State and local association shall be entitled to one delegate for each 100 active members or fraction of 100 members. Such delegates shall be actively engaged in the retail drug business.

Section 3. The American Pharmaceutical Association shall be entitled to five delegates to all meetings of the association.

ARTICLE IV.—OFFICERS.

Section 1. The officers of the association shall be a president, three vice-presidents, a secretary and a treasurer, who shall each serve for one year, or until their successors have been elected and have qualified. The officers may be elected their own successors, even though at the time of their re-election they are not delegates, provided they are members of a State or local association in good standing.

Section 2. The association shall elect an executive committee of five members at each annual meeting.

ARTICLE V.—DUTIES OF OFFICERS.

Section 1. It shall be the duty of the president to preside at all meetings of the association; to make the appointments prescribed in these articles of association, and those required by action of the association; to call special meetings, as provided by the by-laws; and to perform such other executive duties as the association shall direct.

Section 2. It shall be the duty of the vice-presidents, in the absence of the president, to perform his duties in the usual order.

Section 3. The secretary shall maintain an office as headquarters for the association; conduct the general correspondence; act as the secretary for all standing and special committees, unless otherwise provided; attend all regular and special meetings and keep a record of the proceedings of the association; submit an annual report of the work of the office, and attend to all such special work as may be turned over to him by the association, or by any standing committee or the executive committee. He shall receive such compensation as the executive committee may determine.

Section 4. The treasurer shall receive and receipt for all funds of the association, and disburse them on vouchers of the president and secretary, approved by a member of the executive committee, or by a vote of the association. He shall submit a detailed report at each annual meeting, as shall give such bond as the association may require.

Section 5. The executive committee shall have charge of all business in the interim between annual meetings of the association.

ARTICLE VI.—COMMITTEES.

Section 1. Standing and special committees may be created for any purpose, in regular or special sessions, or in vacation; and if the nature of the duties to be discharged shall justify, the members of any committee may be remunerated as the executive committee shall determine.

Section 2. The following standing committees are established:

- (a) On national legislation, five members.
- (b) On commercial relations, five members.
- (c) On trade-marks and patents, five members.
- (d) On the relation of State pharmacy laws and pharmaceutical education to the drug trade, five members.
- (e) On transportation, ten members.
- (f) Auditing committee, five members.

Section 3. The following special committee is established:

A committee on nominations, one member from each State represented.

ARTICLE VII.—FUNDS.

Section 1. In providing funds, the executive committee shall assess the different associations on the basis of their membership, and no association shall be entitled to representation until its assessment shall have been paid, provided that State organizations shall be assessed for

those members only who are not assessed in local organizations.

ARTICLE VIII.—AMENDMENTS.

Section 1. A proposition to alter or amend this constitution may be submitted at one session of an annual meeting and be passed at a subsequent session of the same meeting by unanimous vote; failing in this, it must lie over until another annual meeting, when it may be adopted by a two-thirds vote of those present.

By-Laws.

First: Each delegate shall be entitled to a vote upon all questions coming before the association for consideration, when present in person; or by alternate; and delegates present are empowered to cast the full vote of their delegate representation.

Second: The officers shall be elected by ballot at the regular annual meetings.

Third: All committee appointments not provided for in the constitution, or whose members are not designated by vote of the association, shall be made by the president, with the exception of the committee on nominations, which shall be selected by the respective State delegations.

Fourth: The association shall meet annually at such time and place as the executive committee shall determine. The president shall call special meetings at such time as the majority of the executive committee shall direct.

Fifth: A delegate vote of twenty-five members shall constitute a quorum, provided not less than seven States are represented.

Sixth: Order of Business:

1. Call to Order.
2. Appointment of committee on credentials.
3. President's Address.
4. Report of Secretary.
5. Report of Treasurer.
6. Report of Committee on Credentials.
7. Reports of Standing Committees.
8. Reports of Special Committees.
9. Miscellaneous Business.
10. Report of Committee on Nominations.
11. Election of Officers.
12. Installation of officers.

Seventh: Any part of these by-laws may be amended or repealed at any annual meeting by a majority vote of all the delegates entitled to voice in the proceedings of the Association.

FORECAST OF THE CONVENTION

By Officers and Delegates.

PROSPECTS OF A GREAT MEETING.

New Conditions.

By CHARLES L. HAY,
Dubois, Pa.

A forecast is largely a matter of individual opinion, and can only be so valued.

The National Association of Retail Druggists has in the brief period of its existence brought about so much enlightenment that a number of questions that seemed portentous a year ago are now sidetracked as having little bearing on the present status. Practically a new set of conditions has arisen, and this only serves to show the wisdom of the association in confining its initial year's work to the great central question.

The retailer, proprietor and jobber have a better understanding of one another, and out of that understanding will surely grow a more earnest desire to safeguard each other's rights. Each has gone on record as favoring regulations that would correct the dominant evil. Thus the whole matter is narrowing down to a question of "keeping the faith."

"By their works ye shall know them." The day of smooth speeches has passed for all except the few manufacturers whose mental vitreous opacity leads them to write tearful eulogiums of the "down-trodden druggist" with one hand while with the other they are shoving their products out through illegitimate channels.

To my mind the control of the distribution is the keystone of the whole structure.

Ways and Means the Question.

BY D. E. PRALL,
Saginaw, Mich.

I hope to do some effective work for the N. A. R. D. before the date of the meeting in Cincinnati, but this will be merely along the line of ways and means, which if not the most important is the most pressing question which the Executive Committee has to consider at present. Three delegates were appointed by the M. S. P. A.—Mr. Webber, of Cadillac; Mr. Parker, of Detroit, and myself. We were given no formal instructions, but resolutions were passed strongly endorsing the work of the N. A. R. D.

Burden on the Executive Committee.

BY W. C. ANDERSON,
Brooklyn, N. Y.

The subjects to be discussed at the next meeting of the N. A. R. D. within my opinion depend to a great extent upon the results of the work of the Executive Committee, which will be the chief topic for consideration during the early hours of the convention. If its work has not been successful and does not show that a plan satisfactory to all concerned—the manufacturer, the jobber and the retailer—has been consummated and agreed to, discussion on other topics that are of vital importance to the drug trade, such as pharmaceutical education and legislation, trade-marks and patents and commercial relations, will be useless and out of place, for the main subject, and the one upon which all minds will be centered and all subsequent work depends, will be the relief of the pharmacist from that which is degrading his profession, lowering his business standing and destroying the fruits of his arduous labors, the cutting evil.

If the work of the Executive Committee has not been overestimated, and the report shows the results promised and desired, which I have good reason for believing will be the case, the N. A. R. D. will be placed on a firm foundation and the relief of the pharmacist soon realized. The Association may then properly and consistently take up the consideration of pharmaceutical education, legislation, etc., and, having benefited pharmacy from a business standpoint, become a great power in bringing about the necessary reforms to maintain its position and elevate its professional standing.

The Kings County Pharmaceutical Society will send one delegate to the N. A. R. D. meeting. The selection has been left to the president of the society and has not yet been announced. He will not be instructed, but be free to act as his judgment directs.

Organization a Desideratum.

BY CHARLES F. MANN,
Detroit, Mich.

While I have no well-defined idea as to what will be the main topic of discussion at the coming meeting of the N. A. R. D., it would appear to me that one of the foremost questions is thorough organization. The matter of thoroughly organizing so large a body of retail druggists as that doing business in the United States is beset with difficulties. On the

solution of this problem will largely depend the future of the N. A. R. D. The best manner of raising the necessary funds for prosecuting the work is another vital issue. The N. A. R. D. is practically organized for one purpose—the advancement of our commercial interests—and our best weapon is united strength.

The Michigan State Pharmaceutical Association will be represented at the convention by three delegates—A. H. Webber, of Cadillac; A. S. Parker, of Detroit, and D. E. Prall, of Saginaw, who will go instructed.

Finances the Pressing Question.

BY SIMON N. JONES.

In my opinion the main question coming up for discussion at the approaching meeting of the N. A. R. D. will be the financial one. We have received the endorsement and co-operation of both the Proprietary Association and the N. W. D. A. We have almost every State organization in line with us, and nothing remains to be done to make the Association a power in all matters pertaining to the welfare of the retail trade except the organizing of local associations, and this will require money. We have felt the need of ready cash from the very beginning. We should have the money to place in the hands of every retail druggist some kind of printed matter at least once a month, that they may keep informed of what is going on and to increase their interest in the work. True, the pharmaceutical journals have given us considerable space, but most of them receive patronage from the proprietors of patent medicines, and I do not think they feel at liberty to espouse our cause as aggressively as if the printed matter were supplied by the N. A. R. D. Take, for instance, the "Cuticura" case. Kentucky and Tennessee have requested the druggists in those States not to handle the Cuticura goods; have asked the jobbers not to sell them in that territory. St. Louis, Pittsburg, Chicago and many other cities have done likewise, but with the exception of one pharmaceutical journal* not one of the remainder have contained a single article that would tend to concentrate the efforts of the trade to secure from the Cuticura people any concessions. If the journals had supported the retail trade in this fight from the outstart every druggist in the United States would have been thoroughly informed as to the position of both parties to this affair; and as we have only asked protection I believe that the sales of all their goods would have been so considerably reduced that we could have secured some consideration from the Potter Company. Of course the stamp tax will receive some consideration, but I look for little if any relief for some time to come. I am a delegate from the State Association of Kentucky. Louisville will have two delegates and Kentucky five at the Cincinnati meeting.

Strong in Danville.

BY W. F. BAUM,
Danville, Ill.

We have an association here numbering all the druggists in the city, 13 in num-

*Mr. Jones errs here. We know of at least three journals, including The American Druggist, which have published articles concerning the Cuticura people.—Ed.

ber. We are going along nicely—no cutting—full prices on everything sold, and have succeeded in keeping goods out of the department stores. I feel sure that if the druggists all over the country will work with the N. A. R. D. it will not be long before the manufacturers and jobbers will be brought to refuse supplies to cutters and department stores. I will try to attend the Cincinnati meeting as a delegate from Danville.

Department Stores and War Tax.

BY W. C. SIMPSON,
Vienna, Ill.

In my opinion the main topics of discussion at the forthcoming meeting of the N. A. R. D. will deal with the department stores, cut prices and the revenue law. These are the three vital unsettled questions that the association can and will adjust with certainty at the earliest possible opportunity; but success cannot be looked for in a few days or weeks. I will attend the meeting as a delegate from the Illinois Pharmaceutical Association, and we hope to come from Illinois in a strong delegation.

ADDITIONS TO MEMBERSHIP.

VIRGINIA TO AID.

The Portsmouth (Va.) Pharmaceutical Association has joined the N. A. R. D. This organization represents the entire drug trade of Portsmouth and a part of Norfolk county, and since its organization early in July has done some excellent work. Price cutting still exists in Norfolk County, but the conditions are favorable for a return within a short time to remunerative prices. The officers of the organization are Joseph F. Weaver, president; W. J. Joyner, secretary, and W. S. Langhorne, treasurer.

TENNESSEE WILL BE REPRESENTED.

The work of the organization in Tennessee is going forward in a most satisfactory manner. As a result of the hope inspired by the N. A. R. D. the State Pharmaceutical Association, since its meeting July 20, has doubled its membership, and the good work goes merrily on. Within the last week the druggists of Memphis have formed what promises to be a very energetic organization. At the Cincinnati convention Tennessee will be well represented.

NOW NASHVILLE.

At a meeting held August 28 the Nashville Drug Association was organized with J. L. De Merville, of De Merville & Co., as president; C. S. Martin, of Spurlock, Neal & Co., vice-president; A. P. McLure, of McLure Drug Co., as treasurer, and J. O. Burge, as secretary. Over 80 per cent of the druggists of the city have signed as members, and steps will be taken at once to connect ourselves with the N. A. R. D.

Obituary Note.

EDWIN P. BRYANT.

The funeral of Edwin P. Bryant, of the firm of George C. Goodwin & Co., was held at Arlington, August 21, and was attended by the fellow members and employees of the above-named firm. Many of the business associates of the deceased were also in attendance, together with many prominent citizens and town officials of Arlington. There were many floral offerings.

PROPRIETARY AFFAIRS.

News and Notes of the Great Proprietary Medicine Interests.



CHARLES H. PINKHAM,
General Manager of the Lydia E. Pinkham Co.

The subject of this sketch, Charles H. Pinkham, is the eldest son of the late Lydia E. Pinkham, the famous discoverer of the widely advertised Vegetable Compound, which bears her name.

Mr. Pinkham, with his two brothers, Daniel R. and William H., constituted the business end of the now great medicine company when it was first started, early in the seventies, while the private correspondence with women was personally conducted by their mother, Lydia E. Pinkham, their sister and the present Mrs. Pinkham, the wife of the subject of this sketch. To the untiring energy and courage of this noted "family firm," as then constituted, the greatest proprietary medicine of the age owes its start, and had they all been spared to the business until to-day the far-reaching influence of their energy and push would only have been measured by the extreme boundaries of the world; but, alas, the unsparing hand of death gathered unto itself mother and both brothers within a few months of each other, during the years of 1881-82, and since which time Mr. Charles H. Pinkham has, with the assistance of his talented and trained wife, gradually forwarded the interests of the business until its vastness is equaled by few proprietary houses in America.

As is the history of most large enterprises, there were many dark days for Mr. Pinkham in the early years after the death of his brothers, both of whom were expert advertisers and took entire charge of the advertising department of the business, a department, therefore, with which Mr. Pinkham was very little acquainted when called upon to shoulder the entire responsibility of the concern. Yes, and at the same time the financial affairs of the business were not in an entirely satisfactory condition, owing to a combination of circumstances over which Mr. Pinkham had no control, and which would have amply justified a favorable compromise with his creditors, but by dint of almost superhuman display of pluck, close application and skill he managed in the few following years to not only pay every creditor dollar for dollar, with interest, but to place his institution on an enviable foundation of financial solidity, and the same energy, courage and skill have characterized his management of the company from that time on, until to-day it is one of the greatest medicine concerns in the world, and we find its honorable president with an enviable name and reputation for the strictest rectitude of character and business dealings. His word has always been kept with the trade, and his great friendship for the struggling retailers has always characterized his dealings with them.

NEWS AND COMMENT.

With a view to obtaining information as to the success of the Pittsburg boycott of the Cuticura remedies, an American Druggist reporter called on the 18th inst. at the office of the Potter Drug & Chemical Corporation, Boston. Upon stating his mission to George R. White, the president of the concern, that gentleman at once courteously expressed his willingness to furnish figures direct from the books. He thereupon produced a

book of monthly sales extending over a period of many years, and, turning to Pittsburg, invited the reporter to help himself to the figures. These showed that in the six months of the boycott, from March 1 to September 1, the sales of the Cuticura goods in Pittsburg were nearly 31 per cent greater than in the same period of the previous year, and much larger, in fact, than at any previous time in the history of the house. Very little of the business had come through the Pittsburg jobbers, the last

purchase by the Walther-Robertson Drug Co. being April 5; the last by W. J. Gilmore & Co., May 24, and the last by the George A. Kelly Co., June 5. Practically all the business had come direct from retail accounts. The book under inspection was a large, heavily bound volume such as is commonly used in bookkeeping, and was a record of sales in all parts of the world—United States, South America, India, South Africa, Europe, etc. It was of such a character that there could be no doubting its authenticity. It represented a kind of evidence that would convince any jury in the world. It was quite evident, from this, that the boycott has been a complete failure so far as the Cuticura remedies are concerned, and that the druggists of Pittsburg have lost an immense amount of business which otherwise would have been theirs. We have no other object in publishing the results of our investigation than to throw a clear light upon the situation. It is apparent that many of the druggists in Pittsburg have involved themselves in a fight against a popular demand, for the books of the Cuticura people demonstrate that if the public wants Cuticura it will get it.

"I deplore this quarrel," said Mr. White, "very deeply. My entire sympathies are and always have been with the retail druggist. I have been in the drug business myself since 1864, and have worked my way through nearly every branch of it. I have been dealing with the retail drug trade all my life. I know and deplore the disabilities they suffer under, and if it were in my power to bring about a happier condition for them I would most gladly avail myself of it. But there are certain tendencies in trade which it is impossible to ignore, and sheer madness to fight against, and cutting is one of them. There is not a business on the face of the earth that is exempt from it. The drug business is drawn under its ban as all other lines of trade have been. I have always said, however, and I say it again through *The American Druggist*, that when any plan to control the selling price of proprietaries shall have been put into successful operation in all parts of this country I will cheerfully adopt it. I am not going to discuss the merits of the designated list plan; I simply decline it on general principles. If it turns out to be a success, no man will more sincerely rejoice in that fact than I or more willingly become a party to it. In the meantime I must ask to be excused from making experiments with so vast a business as that of the Cuticura remedies. I am so heartily a friend of the retail druggist that I don't want to see him make the same fatal mistake in other parts of the country that he has made in Pittsburg, and that is why I freely exhibit my books on this occasion. Once let the public be taught to buy goods from department stores and cutters, as they have in Pittsburg, and I fear they will never come back to the druggist."

The Organizer.

The Athlophoros Co., and no doubt a great many other manufacturers of proprietary articles, have recently received a letter from "Samuel Kidder, Jr., Organizer, 145 South Leavitt street, Chicago," enclosing an advertising agreement reading as follows:

"This agreement, made this day of September, A. D. 1899, by and between Samuel Kidder, Jr., of Chicago, Ill., of the first part, and The Athlophoros Company, of New Haven, Conn., of the second part, witnesseth as follows:

"In consideration of the certain valuable advertisement to be printed for the party of the second part upon page, said page to be of size not less than six by nine inches, and inserted in three thousand books, said books to be durably bound, entitled 'The Retail Druggists' National Price List and Organizer,' copyrighted by the party of the first part, and to be issued exclusively by him to retail druggists, said second party promises and agrees to pay to the party of the first part the sum of upon the receipt by it of a bound and complete copy of said book, accompanied by the publishers' statement that said three thousand books have actually been printed, and the written order of the party of the first part requesting said payment. First party further agrees that no other strictly-rheumatic remedy shall be advertised in said book."

The golden opportunity thus laid before the proprietary trade is set forth in terms of glittering generality in a circular bearing the attractive title "A practical plan in actual use for maintaining full prices in the retail drug trade and aiding the N. A. R. D. in its work of organization. An inviting opportunity of equal interest to manufacturers, proprietors and wholesale druggists," and the plan of the organizer is further elucidated by a letter breathing peace, good will, harmony and self-sacrifice. The proprietor is called upon to sacrifice merely a small contribution. The organizer will sacrifice his entire time, devoting it to the work of organization. "Not being financially able to publish the book satisfactorily, I am constrained to solicit the advertisements of a few firms known to be devoted to the interests of the retailers," so we are informed by Mr. Samuel Kidder, Jr., Organizer, who further states that "The advertising contributions thus obtained will be used to defray the actual expense incurred in organizing and perpetuating local associations of retail druggists throughout the United States, and uniting them with the National Association."

Furthermore the prospective advertiser is adjured to "remember that the good will of the retail druggist is what sells the goods," and is informed that Samuel Kidder, Jr., Organizer, "coming into personal contact with the retail trade almost constantly my (his) opportunities to influence them in your behalf are very great, and this advantage to you is also freely extended."

The question naturally arises why is it that the officers of the National Association delegate this important work to Mr. Samuel Kidder, Jr., Organizer, rather than attend to it themselves. They cannot be charged with any lack of enterprise or devotion to the cause with which they are affiliated. Why, therefore, should Mr. Samuel Kidder, Jr., Organizer, be vested with so grave a responsibility as he seems to have assumed? The pamphlet explains this as follows:

"The firm of Parke, Davis & Co., having offered to contribute \$500 in the event the entire work should be placed in the hands of the N. A. R. D., or issued by that organization officially, I undertook to comply with their proposition. Upon consulting the secretary and Executive Committee of the N. A. R. D. I found they could not accept it because of their firm determination to receive no financial aid or contributions whatever, except from associations of retail druggists. However, they endorsed my work and plans, commended my system to all retail druggists, and urged me to proceed independently. When published it is quite probable that the book will be adopted as an official guide."

The question of how the advertisers are to be benefited is solved in the following notice to be printed in the book: "Your attention is earnestly directed to the advertisers in this book, who are in full accord and sympathy with your movement of organization, and who have taken this opportunity to signify their intention to co-operate with you in making your work effective. By their generous contributions they have made it possible to publish this book and to present these plans to you."

Every proprietor will, of course, decide for himself whether or not the probability "that the book will be adopted as an official guide" is sufficiently imminent to warrant him in aiding Mr. Samuel Kidder, Jr., Organizer, in his scheme of self-sacrifice, though in view of the great variety of advertising propositions submitted to the manufacturers of proprietary remedies and their wide experience in these matters it seems quite probable that the majority will take the same course as that pursued by the Athlophoros Co., from whose waste basket we have rescued the circular and blank contracts.

NEWS NOTES.

The Mellin's Food Company of North America has generously contributed \$50 toward the fund in aid of the hurricane sufferers in Porto Rico.

Among the applications for membership in the Proprietors' Association to be acted upon at the coming convention in Niagara Falls are those of the Abbey Effervescent Salt Company and Mrs. Sarah D. Morse, of Niagara Falls.

A visit to the establishment of Dr. M. M. Fenner at Fredonia, proprietor of the People's Remedies, finds that he is considerably increasing the plant and will soon be putting more men on the road, all of which indicates a flourishing business and faith in the future.

President Pierce, of the Proprietary Association of America, has appointed O. P. Duncan, of the Paris Medicine Company, a delegate to the annual convention of the N. A. R. D. in Cincinnati. It is expected that two more delegates will be appointed.

A letter from General Manager Kramer, of the Cascaret Company, states that he has been ordered to attend the meeting at Dallas, Tex., at which the flag taken from the Texas rangers by an Indiana regiment during the Rebellion will

be restored. Mr. Kramer will accompany the Governor, of whose staff he is a member.

At the Wisconsin State fair held recently at Milwaukee, grand victories were won by Hood farm, Lowell. The Jerseys secured two ribbons, the Berkshires ten and the Hood farm Boston terriers six. The Hood farm cow Figgis won the championship over the great imported cow Jersey Venture, she scoring her first defeat, and Hood farm Pogis won first over Czar Coomassie.

Dr. J. A. Greene, of Boston, has been spending his summer in the Granite State and has been earning an enviable reputation as a host. Some weeks ago he entertained representatives from the chief Bay State proprietary firms. Since then he has had as guests the New Hampshire Press Club and several secret societies, including the Order of Elks, K. of P., Patriarchs Militant, and I. O. O. F.

Dr. Pierce's World's Dispensary, Buffalo, has just received seven new automobiles of size suitable for running on country roads and carrying a large stock of his medicines. They are of the naphtha pattern, as it would not be possible to obtain the electricity at points outside cities necessary to run electric carriages. Buffalo has several private automobiles. Dr. Pierce having one or two, but this is the first strictly business venture of the sort. These wagons will be distributed at first to the various large cities of the country, where they will remain till winter is over, when they will be sent into the open country. They will be fitted with a very attractive advertising display, and will command much attention wherever they go.

Programme of the Niagara Meetings.

Isaac E. Emerson, chairman of the Committee on Arrangement and Entertainment of the National Wholesale Druggists' Association, has issued the following notice to members and the programme for the four days of the convention at Niagara Falls:

Niagara Falls having been selected as the meeting place of the two associations, October 10 to 13, members of the committees have been there and completed arrangements which seem to them as satisfactory as any which have ever been made.

The International Hotel has been selected as the headquarters, and the management has placed the hotel at our disposal for the week, and everything about it is to be ours. It is the largest, best, and the leading hotel of Niagara Falls. It is the nearest hotel to the great cataract, and from its rooms and broad piazzas unequalled views of the rapids, islands and falls may be had. It is on the New York State reservation, the latter lying between the hotel and the American rapids.

HOTEL RATES AND ROOMS.

The committee have cancelled all engagements for rooms at Old Point Comfort which were made by our members, and those intending to attend the coming meeting in October at Niagara Falls are requested to write at once to the International Hotel, at Niagara Falls, N. Y., and reserve whatever accommodations may be desired. The hotel management will answer at once, enclosing a diagram with the number of rooms reserved marked, so that everything may be without confusion upon arrival, and each guest will know exactly where he is located.

The special rates to our members are as follows: Rooms on third floor, \$3 per day, for each guest, American plan; rooms on first and second floors, \$3.50 per day for each guest, American plan; parlor bedrooms on first floor, \$4 per day; rooms with private bath, \$4.50 per day.

The rooms with private bath are limited in number. There are conveniently located on each floor a considerable number of bath rooms for

both ladies and gentlemen, and every guest of the house is entitled to the free use of these baths at any time, thus a guest occupying a \$3 room has only to step across the hall or next door to have the free use of the bath room at any time.

ENTERTAINMENTS.

The committee are very much pleased to state that the entertainments are so absolutely complete that all the time will be pleasantly occupied. The ladies have been particularly well looked after, as the chairman of the Ladies Committee, Mrs. E. D. Taylor, of Richmond, Va., met with the committee in Niagara and personally looked over the ground and helped form the programme for the ladies' entertainment. The programme will be as follows:

Tuesday morning—The informal opening of the two associations will take place in the fine new opera house, 10 a. m., at which time the welcome to the city will be extended by the mayor of Niagara Falls. Responses will be made by our own presidents and others; 2 p. m., first session of N. W. D. A. in hotel; 2 p. m., carriage drive for ladies, taking in the sights around Goat Island, across to the Canadian side, up to the Falls; 4 p. m., first session of the P. A. in hotel.

Evening—President's reception in the spacious parlors of the International Hotel. A concert by the Forty-second Military Band will be followed by a hop.

Wednesday morning—A visit to the power houses for both ladies and gentlemen; 2 p. m., second session of the P. A.; 4 p. m., second session of the N. W. D. A.; 2:30 p. m., a bowling contest for ladies in the bowling alley of the hotel.

Evening—Theatre party in opera house.

Thursday—10 a. m., third session N. W. D. A.; 11 a. m., third session P. A.; 2:30 p. m., fourth session N. W. D. A.; 2:30 p. m., fourth session P. A.

Evening—Banquet at the hotel, to which all the ladies are specially invited. Excellent speakers have already been selected, and it is expected that this banquet will be the equal of any we have had.

Friday—10 a. m., fifth session N. W. D. A.; 10 a. m., fifth session P. A.

Friday afternoon—An early lunch, trolley ride across the bridge, past the big Falls and upper rapids to Chippewa, returning to Queenstown, across to Lewiston, up the Gorge, past whirlpool rapids and whirlpool. This is regarded as one of the finest trips in the world.

Engage your rooms first, then make your plans to come to Niagara Falls and attend one of the best meetings we have had. Bring the ladies; they are expected, and the best kind of a time will be given them.

TRANSPORTATION TO THE MEETING.

The Committee on Transportation has issued the following circular relating to the joint convention:

New York, Sept. 1, 1899.

A change of location having been made necessary by the outbreak of yellow fever near Old Point Comfort, Va., the President and Board of Control have decided upon Niagara Falls as the place for holding the coming annual convention of the National Wholesale Druggists' Association, and this change has been concurred in by the officers of the Proprietary Association of America. The Committee on Arrangements and Entertainment has arranged for the meeting to be held at the International Hotel, and has provided an attractive programme for the entertainment of the members and those who may accompany them.

The Committee on Passenger Rates and Routes is able to announce that the Trunk Line Association has courteously granted the usual concession of one and a third fares for the round trip, to all persons attending the convention who hold certificates from the ticket agent from whom tickets are purchased at the starting point. The other passenger associations have been advised of the action of the Trunk Line Association, and the Committee has already been notified that the concession has been concurred in by the South Eastern Passenger Association, and similar action will doubtless follow by all other associations, so that the reduced rate will be available from all points east of the Rocky Mountains. All ticket offices will be notified of such action and will be authorized to issue certificates in connection with tickets purchased not earlier than Friday, October 6.

Full fare will be paid for the trip to Niagara Falls, but only one-third fare will be charged for the return ticket upon presentation of the certificates properly endorsed by Secretary A. B. Merriam, and the Agent of the Association, who will be in attendance at the convention on Thursday Oct. 12th, for that purpose. Certificates not so endorsed will not be good for return tickets at the reduced rates, and to facilitate this work the holders of certificates should surrender them to Secretary Merriam before the morning of Thursday, October 12th.

Any person going to the convention can avail himself of these rates for as large a party as he may propose taking, but a certificate must be procured with every ticket purchased. It is requested that such certificates be obtained whether the person buying the ticket intends availing himself of the reduced rate or not, inasmuch as these certificates serve to establish the number of persons present, in the event of any question arising with the transportation companies upon this point.

Any special arrangements for local transportation that can be made will be attended to by the following named members of the Committee in their respective localities, viz.: D. M. Cowan, Buffalo; D. P. Daugherty, St. Louis; A. M. Hance, Philadelphia; F. A. Hereth, Chicago; and the Chairman at New York.

Members are requested to preserve this circular and carefully note instructions, as no subsequent announcement will be made by the Committee, except such as may be necessary in regard to local arrangements.

JOHN M. PETERS, Chairman,
182-184 Front St., New York.

Mr. Peters will issue a circular giving notice of arrangements for the party leaving New York about October 1.

TO HONOR DEWEY'S APOTHECARY.

A Banquet Planned by New York Druggists.

A desire having been expressed by several leading pharmacists, members of the Manhattan Pharmaceutical Association, to bestow recognition of some kind on the pharmacist of Admiral Dewey's flagship U. S. S. "Olympia" in connection with the celebration by the city of New York of Admiral Dewey's return to this country, a meeting of the Executive Committee of the Manhattan Pharmaceutical Association was held on the 8th inst. to consider ways and means of carrying this into effect. As told in our last issue, a special committee was appointed to arrange for a banquet to be given in the festivities of Dewey week to Alrik Hammar, pharmacist of the flagship, and the hospital stewards of Admiral Sampson's escorting squadron. This committee, finding that the affair was likely to assume larger dimensions than at first anticipated, decided to enlarge the committee by including the names of nearly 200 pharmacists connected with the several branches of the profession. The committee was made up of retail pharmacists, wholesale druggists, manufacturing chemists and pharmaceutical teachers and editors, among the number being W. O. Allison, publisher of the "Druggists' Circular;" Wm. C. Alpers, of Merck & Co.; Prof. Wm. C. Anderson, of the Brooklyn College of Pharmacy; Dr. Albert H. Brundage, of the Kings County Pharmaceutical Society; Prof. Charles F. Chandler, of Columbia University; F. O. Collins, retail druggist, Third avenue; Thos. P. Cook, of the New York Quinine & Chemical Works, Ltd.; Prof. Geo. C. Diekmann, of the New York College of Pharmacy; Ashbel R. Elliott, publisher of The American Druggist; Chas. S. Erb, retail druggist, Amsterdam avenue; J. W. Ferrer, retail druggist, Long Acre Square; E. W. Fitch, Eastern manager of Parke, Davis & Co.; D. O. Haynes, publisher of the "Pharmaceutical Era;" John Hepburn, retail druggist, Flushing; H. T. Jarrett, of the Mallinckrodt Chemical Works; Prof. J. U. Lloyd, of Cincinnati; Thos. D. McElhenie, retail druggist, Brooklyn; Wm. Muir, retail druggist,

Brooklyn; Adrian Paradis, president of the Kings County Pharmaceutical Society; Geo. F. Payne, Atlanta; C. J. Perry, World Pharmacy, New York; Albert Plaut, of Lehn & Fink; Prof. Jos. P. Remington, of the Philadelphia College of Pharmacy; Prof. H. H. Rusby, of the New York College of Pharmacy; Dr. Wm. J. Schieffelin, of Schieffelin & Co.; Dr. Hugo Schweitzer, secretary of the Society of Chemical Industry; Geo. J. Seabury, of Seabury & Johnson; Edward R. Squibb, of Edward R. Squibb & Sons; Ernest Stoffregen, of Sharp & Dohme; Theodore Weicker, of Merck & Co., and others.

A meeting of the General Committee was held at the College of Pharmacy on Wednesday evening, September 20, with some forty or fifty members present, including delegates from the New Jersey Pharmaceutical Association, the Kings County Pharmaceutical Society, the Manhattan Pharmaceutical Association, under whose auspices the meeting was held, and the Alumni Association of the College of Pharmacy of the City of New York. The meeting was called to order by Reuben R. Smith, who briefly explained its object. He spoke of the feeling that existed among many of the trade in this city to honor the pharmacist of the "Olympia." He said he was convinced that any honor the druggists of this city might pay the apothecaries in the United States service would tend to raise the men in the estimation of the public, and at the same time increase the respect of the community for pharmacists in general.

Before calling for the appointment of a temporary chairman he called upon Mr. Keenan, the chairman of the special committee of the Manhattan Pharmaceutical Association, to acquaint the meeting with the progress that had been made up to this evening. Mr. Keenan recited briefly the different steps which had been taken since the Executive Committee of the Manhattan Pharmaceutical Association had authorized his committee to arrange for a banquet in honor of the "Olympia's" pharmacist. Invitations, he said, had been sent to every State pharmaceutical association in the country, besides local organizations, and the responses were favorable in every instance. Among the first State associations to be heard from was Vermont, Dewey's State. Michigan followed closely after, and the local organizations were prompt to manifest their desire to participate. Frederick T. Gordon, at present stationed at the League Island Navy Yard, wrote to say that he had been on two cruisers with Alrik Hammer, of the "Olympia," and was anxious to do him honor on his arrival.

A communication from Warren W. Foster, Secretary of the Dewey Reception Committee, was read, in which he stated that Saturday evening, September 30, would, in his opinion, be the most suitable date for the banquet to the apothecaries, since it was intended to give a "smoker" to the sailors of the "Olympia" then, and he knew of no other function of the committee to take place that evening. Rear Admiral Crowninshield, Chief of the Bureau of Navigation, Navy Department, Washington, supplied information to the committee, giving the names of the vessels which will form the fleet to escort the "Olympia" into New York harbor. The names of the hospital stewards serving on board are

noted opposite each ship. The list as supplied by the bureau is as follows:

New York	Edgar Mumba
Brooklyn	Frank E. Winter
Indiana	Charles E. Alexander
Massachusetts	George F. Holland
Texas	Louis Eickwort, Jr.
Lancaster	Joseph G. Widrig

A temporary chairman and secretary were appointed, and suggestions were invited. W. C. Alpers, the president of the New Jersey Pharmaceutical Association, was invited to address the meeting. He said the movement to extend a welcome to the pharmacists of the navy should have the heartiest support of every retail druggist. The New Jersey Pharmaceutical Association was, he said, in fullest sympathy, and had appointed a committee to co-operate with the Manhattan Pharmaceutical Association, and this committee consisted of himself, E. A. Sayre, Charles Holzhauer, E. Hartnett and Donald L. Cameron. Mr. Alpers has a son who is hospital steward on the U. S. S. "Oregon," the battleship which made the famous run from the Pacific Coast to the Gulf at the outbreak of the war with Spain.

Wm. Muir, of Brooklyn, said there was not a pharmacist in Greater New York who was not in favor of the plan to dine Dewey's apothecary, and he hoped arrangements would be carried to a satisfactory conclusion.

Julius Tannenbaum, the fiery young orator of the Alumni Association, suggested extending the invitation to the hospital stewards of the United States Army stationed in the vicinity of this city, a proposition which was warmly championed by Mr. Muir.

After some discussion, in the course of which T. J. Macmahan had a fling at the Surgeon-General of the Army, whom he charged with slighting pharmacists in the matter of appointments to hospital stewardships, on motion of Mr. Muir the Committee on Invitation was instructed to extend their invitation to include the hospital stewards of the United States Army stationed in the vicinity of New York City, as well as the hospital stewards of Admiral Sampson's fleet, as guests of the committee on the evening of the banquet to Pharmacist Hammar.

On motion of William C. Alpers, the temporary chairman and secretary of the meeting were made permanent chairman and secretary respectively of the General Committee, and Charles S. Erb made treasurer.

The appointment of an Executive Committee of nine was urged by Mr. Alpers and finally adopted. A recess of five minutes was taken in order to select names, Chairman Smith being allowed this privilege. After recess he named the following: W. C. Alpers, Dr. Hugo Schweitzer, Thos. J. Keenan, Clarence G. Stone, Felix Hirseman, F. P. Tuthill, A. H. Brundage, Geo. E. Schweinfurth, Geo. C. Diekmann. On motion of Mr. Muir, Reuben R. Smith, chairman of the General Committee, and Charles S. Erb were added to the General Committee. The committee then organized by electing Dr. Albert H. Brundage, of Brooklyn, chairman, and Thos. J. Keenan, of New York, secretary.

The first business taken up by the Executive Committee was the appointment of a series of sub-committees, as follows:

Arrangements for Banquet—C. G. Stone,
Charles S. Erb.
Tickets—R. R. Smith, H. Schweitzer.
Invitations—Thos. J. Keenan, Felix Hirseman.

Menus—H. Schweitzer, F. P. Tuthill.
Speakers—A. H. Brundage, T. J. Macmahan,
W. C. Alpers.
Reception—Thomas J. Keenan, George E.
Schweinfurth.
Souvenir—Geo. C. Diekmann, W. H. Ebbitt.
Interview with Officers—W. C. Alpers.

The secretary was empowered to prepare and mail circulars to as many of those interested in the banquet as could be reached within the next few days, asking them if they would attend, and, if so, how many tickets at \$5 each would they be willing to take. Saturday night, September 30, was named as the date of the banquet. A motion by Dr. Geo. C. Diekmann to present a souvenir to the pharmacist of the "Olympia" at the banquet, which was seconded by Treasurer Erb, was adopted. The committee then adjourned to meet at the Drug Club, 100 William street, on Saturday, September 23, at 3 o'clock p. m.

It is thought probable that the committee will select the Drug Club as the place to hold the banquet in preference to holding it at a hotel.

CAREER OF PHARMACIST HAMMAR.

Pharmacist Alrik Hammar, U. S. Navy, at present serving on the U. S. S. "Olympia," entered the naval service about twelve years ago. A native of Germany, he came to this country when a lad, and was in the retail drug trade around New York for several years. His first assignment in the Navy was to the old receiving ship "Vermont," from there he was transferred to the Pacific Coast. Until September 15, 1898, Mr. Hammar ranked as apothecary. On that date he received his commission as warrant officer with the rank of pharmacist, he being one of the 25 apothecaries selected, by reason of merit and service, for that honor.

Most of Mr. Hammar's service in the Navy has been on the Asiatic Station, his present visit to New York being his first since he left years ago to join the Pacific fleet.

He has served on the U. S. S. "Alert" (1889-94), "Yorktown" (94-96), and "Olympia" (96-99) in extended cruises. In addition some of his time was called for in hospital work. Mr. Hammar was the original appointee to the "Olympia," and has been in charge of her dispensary since the day she was commissioned.

PROGRESS OF THE PLAGUE.

The bubonic plague which has been devastating India is no longer confined to the East. There is evidence that it has appeared at several points along the European trade route, and a case has been reported at Assumption, the capital of Paraguay, some 650 miles north of Buenos Ayres. In Alexandria, Egypt, it has fastened on the poorer inhabitants with a grip which refuses to be shaken off. It has appeared in the Russian provinces and has crept up the Portuguese coast. From the closed Roumanian frontier and the quarantine regulations of the Black Sea to the old-fashioned cordons of soldiers round Magde and Oporto, each country is after its own fashion taking precautions only justified by a sense of immediate danger.

So far the East Mediterranean Governments, on whom falls the first respon-

sibility, have kept their heads, and no exception can be taken to the action of Russia, Austria or Turkey; while Egypt, under English guidance, has faced the situation with a calmness and resource worthy of high praise.

According to the most recent advices from India, plague cases and mortality are on the increase in all the affected areas of the country. In Poona the plague was increasing, and seemed to be taking a stronger hold on the European community. In Calcutta the death rate, although well in check, appeared to be rising; in the Mysore plague area the disease shows no sign of relaxation; at Bangalore an exodus of the inhabitants has commenced; throughout India generally the hot weather, while sensibly diminishing the plague mortality, had not afforded the full measure of relief hoped for and which the experience of previous summers had given ground to expect. The plague has for the time being made India its home, and is running a slow, determined course of its own in spite of the efforts of the Government and the resources of science.

The pestilence seems to have assumed different forms in different places. In Calcutta, for instance, it is mostly pneumonic and bubonic. That which prevails in Bombay city is different; its extreme malignancy, combined with the absence of the more familiar plague symptoms, renders it exceedingly difficult of diagnosis even by plague experts. Its main characteristics may be taken to include fever of moderate intensity, ranging between 104 and 105 degrees; great prostration, extreme feebleness, flickering pulse, delirium, and failure of the heart's action. Mortality from this type of plague is high, ranging from 85 to 90 per cent. Death generally supervenes so rapidly that in the absence of external indications it is not easy to arrive at the true cause. In the few cases that recover, the patient becomes greatly wasted, and fever continues more or less from ten to twelve days, reaching the normal in that time. The period of convalescence is exceptionally long, and strength returns very slowly.

In Poona another novel form of plague has been revealed. Its general character may be roughly described as choleraic, and its symptoms present several unusual aspects.

The Indian Government has spared no means to prevent extension of the pestilence, and has been at pains to discover a preventive against its ravages. Researches have been conducted under able scientists in the Plague Research Laboratory at Parel, near Bombay, and the Government is now sending thousands of boxes of prophylactic toxin to all parts of India and to many places abroad.

The first step in the production of the toxin is the preparation of a medium for the cultivation of the plague germs. This is done by subjecting goat's flesh to the action of acids in a closed tube at a high pressure for about six hours at a temperature of 145 degrees C., and filtering the resulting bouillon through animal charcoal. In this bouillon the plague germs are sown by the aid of a Pasteur flask. The germs are allowed to grow for six weeks, then killed by the aid of heat, and the sterilized toxin contained in the culture flasks filtered off, 0.5 per cent of carbolic acid added and the toxin then bottled for distribution.



The Tenth Hanbury Medalist.

The latest recipient of the Daniel Hanbury gold medal, the design of which is shown in the accompanying cut, is Adolph Ladenburg, Ph.D., Hon. M.D., professor of chemistry and director of the chemical laboratories in the University of Kiel. Dr. Ladenburg, who is a native of Breslau, in Prussia, is a distinguished authority on solanaceous alkaloids. Professor John M. Maisch, of Philadelphia, was awarded the medal in 1893, as he lay on his deathbed, and the cut here shown is a facsimile of Maisch's medal.

Prof. Albert B. Prescott.

Albert Benjamin Prescott, the newly elected president of the American Pharmaceutical Association, and best known as an author in chemistry and an educator in pharmacy, was born in Hastings, N. Y., December 12, 1832. He studied both medicine and chemistry in the University of Michigan, and in 1864 entered the medical service of the army, commissioned as assistant surgeon in the general corps known as the United States Volunteers. He was assigned to duty on the Board of Examination for Contract Surgeons, and was surgeon-in-charge of Foundry General Hospital, Louisville, Ky. In 1865 he entered upon college teaching, in which he has been engaged up to the present. From the organization of the School of Pharmacy in 1868 he was an active promoter of laboratory methods in pharmaceutical education. While director of the chemical laboratory and professor of organic chemistry for all departments of the university he has served as dean of the department of pharmacy. In research his subjects have been mostly taken from organic and analytical chemistry. In the pharmacopoeial revision of 1880 Dr. Prescott was chairman of the sub-committee on descriptive chemistry, and prepared the directions for volumetric estimation upon their introduction into this work. This year he has written the chapter upon alkaloids for the forthcoming American Text-book of Toxicology. Professor Prescott is a member of many scientific societies. He is a past president of the American Association for the Advancement of Science, and a counselor in the American Chemical Society. As to the American Pharmaceutical Association, Dr. Prescott expresses his conviction that it has a future of great good before it. It is a body of able and devoted workers, bent upon the support of scientific investigation, the maintenance of sound commercial principles, and the union of all the interests of pharmacists in this country.

Druggists who read our market reports find the time profitably spent.

After the Meeting.

The business sessions of the American Pharmaceutical Association at the Put-in-Bay meeting finally adjourned at 1.45 on Saturday afternoon, September 9. The majority of the members left on the afternoon boat, but a very considerable number remained over until the next day, leaving at 3.30 on Sunday afternoon for Detroit. The entire party, numbering 100, including ladies, was under the guidance of Joseph Helfman, who had been the bearer of the invitation from Parke, Davis & Co. to the members to visit Detroit and inspect their laboratories, arrived at the Russell House after a delightful and bracing sail of several hours in time for dinner Sunday evening. Before arriving at the Russell House each guest was given a card bearing the number of his or her room, and thus all delay in registration was avoided. The meals of the party were served in a separate room—the Convention Hall. At 9 o'clock on Monday morning the visitors were taken out on special trolley cars to within a block of the laboratories of Parke, Davis & Co., and on entering the laboratory the visitors were welcomed by Wm. M. Warren, the general manager, and H. Wetzel, the secretary of the corporation. A number of young men from the staff of the firm were assigned as guides to the visitors, and were so divided that everyone received full information concerning the various departments through which the visitors were shown. Many of the visitors had been present at the meeting of the Association in Detroit in 1888, when the laboratory was thrown open for the inspection of the members. These were much surprised to see the wonderful growth of the laboratories since that time, both in extent and in the number of improved machines, which were new throughout.

The greatest interest was manifested in the biological laboratory, where a demonstration was given of the methods of injecting toxine into the horse, and of drawing blood from the animal for the preparation of antitoxine.

The most sensational feature of the visit was an exhibition fire drill, which

showed most conclusively the readiness of the private fire department to deal with any fire which might occur. Miss Alma Dohme, one of the visitors and a daughter of the retiring president of the Association, turned in a fire alarm at a station, the location of which was not previously known to any member of the fire department except the chief. Within thirty seconds from the sounding of the alarm a stream of water was playing upon the building indicated by the signal, and in five seconds more four additional streams were turned on, while twenty men with fire extinguishers had entered the building from different directions. The wonderful efficiency shown by the department is a testimony of the great executive capacity of the chief, L. J. Finch, who devotes all of his leisure time to the perfection of the fire service. Mr. Finch's principal work in the laboratory is the care of the formulas from which the various preparations are made, a most responsible position, and he devotes only a half hour a day to the fire department. He has, however, brought the department to such a state of efficiency as to merit the admiration of expert firemen generally and to very materially reduce the rate of insurance paid by the firm. Some idea of the devotion of Chief Finch to his work with the fire department may be gained from the fact that he sleeps at the laboratory in order to be on hand in case of fire. Refreshments were served at the laboratory, and the party then returned to the hotel for luncheon.

The afternoon was devoted to a drive through the handsome residence portion of the city and around Belle Isle Park, where the guests were fortunate enough to see a spirited brush on the race track between two fast trotters, and the conclusion of one of the series of yacht races which happened to be in progress that afternoon off the south side of the park. After dinner at the Russell House the party collected in the parlors at the request of ex-President Dohme, and resolutions of thanks were proposed by Professor Remington, and unanimously adopted. These resolutions were presented to the members of Parke, Davis &

Co.'s staff, who were present, and were most happily responded to on the part of Parke, Davis & Co. by Joseph Helfman. Following is a partial list of the guests registered at the Russell House:-

Mr. and Mrs. S. H. D. Sheppard, Mr. and Mrs. H. M. Whitney, Mr. and Mrs. L. D. Drury, Massachusetts; Mason B. Wood and son, Mr. and Mrs. W. C. Alpers, Mr. and Mrs. Geo. W. Parisen, Mr. and Mrs. D. Cameron, New Jersey; Mr. and Mrs. Carter, Indianapolis; Mr. and Mrs. O. U. Cassaday, Youngstown, O.; Mr. and Mrs. Chas. A. Rapelye, Hartford, Conn.; Prof. J. P. Remington, Philadelphia; Caswell A. Mayo, New York; S. W. Williams, East Orange, N. J.; Dr. T. D. Reed, Montreal; F. W. E. Stedem, Prof. Frank Ryan, Philadelphia; Mr. and Mrs. C. E. Dohme, Baltimore; William Kaemmerer, Columbus, O.; Miss Alice Caspari, Miss Quandt, Miss Adele Dohme, Miss Alma S. Dohme, Miss Ouida Dohme, Miss Frances A. Caspari, Miss Florence L. Caspari, Mr. and Mrs. Elliott, Charles Caspari, Jr., Arthur A. Quandt, Dr. Daniel Base, Baltimore; John F. Patton, York, Pa.; T. Ashbey Miller, Richmond, Va.; Mr. Klor, Newport News, Va.; F. B. Hays, J. L. Wike, W. E. Bingham, E. F. Klein, Henry Willis, Quebec; Mr. and Mrs. Charles Menk, Newark, N. J.; Miss Ida Sippel, Mr. and Mrs. H. M. Whelpley, St. Louis, Mo.; F. W. Meissner, La Port, Ind.; Mr. and Mrs. John L. Etzel, J. B. Davis and wife, Cleveland, O.; Prof. F. L. Hereth, Chicago; Mr. and Mrs. A. L. Palmer, Cleveland, O.; Miss M. A. Burkhardt, Miss Alma Schuh, Cairo, Ill.; Mr. and Mrs. John Byrne, Fletcher Howard, Des Moines, Ia.; Edward W. Morse, J. A. Koch, Pillsbury, Pa.; K. Jarecki, M. A. Burkhardt, W. L. Dewoody, Pine Bluff, Ark.; Dr. G. F. Payne, Atlanta, Ga.; Dr. Henry Kraemer, Philadelphia; Martin J. Noll, Chas. W. Hancock, Mr. and Mrs. Geo. W. Sloan, Indianapolis; Prof. C. Lewis Diehl, Miss Eleanor Diehl, Louisville; H. L. Sheehy, William Hauenstein, Mr. and Mrs. Holzhauer and boy, T. F. Main, Miss Main, New York; Dr. Eno Sander, St. Louis; Mr. McLean; Mr. and Mrs. Paul G. Schuh, Cairo, Ill.

NEW JERSEY ASSOCIATION.

Special Meeting on the N. A. R. D.

A special meeting of the New Jersey Pharmaceutical Association was convened in Elizabeth on Thursday afternoon, September 21, to consider the attitude of the Association toward the N. A. R. D., with about fifty members in attendance. The meeting was a most interesting one, and the question was debated vigorously. Charles Holzhauer spoke in opposition to the plan of joining the N. A. R. D., and in the course of his remarks stated that during the efforts to put in force the Campion plan, he had laid out three lines for securing goods in contravention of the rules of this plan, and all three lines had proven successful. The inference was that similar plans could be worked should the N. A. R. D. endeavor to force their plan in the East.

W. C. Alpers, the president of the Association, who presided, asked the vice-president to take the chair, and made a most urgent appeal to the members to vote against the measure, although he prefaced his speech by the statement that he had no personal interest in the sale of proprietary remedies.

Frank O. Cole, of Jersey City, made the closing address on the subject, and eloquently refuted the arguments of both Holzhauer and Alpers, which had evidently made a strong impression upon the members. He pointed out the sophistry of the arguments presented against the N. A. R. D. and their unutterable selfishness, and said he realized that selfish interests would bring unscrupulous methods to bear in opposition to the plans of the Association. If, however, the members allowed personal

interest to sway them too strongly they would in the end be losers thereby. The result of this speech was shown in an overwhelming vote to join the N. A. R. D. After the meeting the members in attendance were the guests of the druggists of Elizabeth at a banquet.

NEW YORK CITY.

Geo. H. Currier, representing the Alkaloidal Clinic of Chicago, called on a number of the larger drug houses in this city recently in the interest of his publication.

Edward A. Meineck, class of '96, N. Y. C. P., is making an effort to have a class dinner and reunion this winter, and he asks all members of the class of '96 and '97 to send their names to him at 14 Platt street, New York.

The fall outing of the Alumni Association of the New York College of Pharmacy was held at Lohbauer's Bay View Villa Park in Westchester on Sept. 13. Owing to the inaccessibility of the park only a small number were present.

L. C. Maid, the young and enterprising druggist of Tupper Lake, whose store was destroyed in the fire which burnt up almost the entire village last July, was a visitor to New York last week. He made purchases of books to replace the library which he lost by fire.

Reuben R. Smith, president of the Manhattan Pharmaceutical Association, sought rest and recreation during the warm spell at Honesdale, Pa. "In a fruitless endeavor to capture a few black bass I have been for a few days far from the haunts of civilization," is the confession which he makes in a letter to a friend.

Gilbert T. Reeder, of Reeder Bros., 460 Fourth avenue, has returned to business after a month's well earned rest up in Sullivan County. He brought back with him a number of interesting views, photographic snap shots of mountain scenery, village festivals, etc. Mrs. Reeder bore away with her numerous trophies attesting her skill as a bowler.

J. C. Smith, of Plattsburg, who is well and widely known throughout the State of New York as a member of the State Board of Pharmacy, visited the metropolis last week. Mr. Smith, together with the bulk of the membership of the New York State Pharmaceutical Association, is in favor of the next meeting of the association being held at Elmira.

E. V. Zoeller, of Tarboro, president of the North Carolina Board of Pharmacy, spent several days in New York City just prior to the date of meeting of the American Pharmaceutical Association at Put-in-Bay and joined the New York party bound for that point. Mr. Zoeller, besides being a scientific pharmacist of marked ability, is a wide awake business man. He not only conducts a successful drug store in Tarboro, but he takes a very active part in managing the affairs of the Tarboro Cottonseed Oil Mills Co., of which he is secretary and treasurer.

BUYERS IN TOWN.

A large number of out of town druggists have visited the city during the last fortnight, and the salesrooms of the leading wholesalers have shown a degree of animation almost unprecedented in the history of the place. Among the visitors we noted C. W. Snow, of C. W. Snow & Co., Syracuse, N. Y.; N. A. Lloyd, of Lloyd Bros., Cincinnati, O.; J. W. Wangler, of Wangler Bros., Waterloo, Ia.; H. W. Woodworth, of C. B. Woodworth Sons Co., Boston; E. H. Nelson, of Nelson, Baker & Co., Detroit, Mich.; H. J. Lamar, of H. J. Lamar & Sons, Macon, Ga.; J. C. Lyon, of East Orange; George Vallois and George Chiris, of Anoinne Chiris, Grasse, France; P. R. Holt, of Newman, Ga.; Wm. M. Warren, manager Parke, Davis & Co., Detroit; P. C. Candidus, Mobile, Ala.; C. Dickenson, New Britain, Conn.; A. A. Schott, head of the drug firm of A. A. Schott & Co., Saginaw, Mich.; Charles Berkeley Cooke, president of the Pozzoni Pharmacal Co., St. Louis; Dr. J. H. Oyster, Paoli, Kan.; John S. Hoge, of Lamar & Rankin Drug Co., Macon, Ga.; A. Nattans, Washington, D. C.; J. A. Marshall, of Black & Marshall, Lewisburg, Tenn.; J. H. Thomason, Opelika, Ala.; L. B. Switzer, Southport, Conn.; J. C. Mackintosh, Erie, Pa.; Isaac Hicks, Roslyn, L. I.; W. T. Sharp, of Cadiz, Ohio; T. N. Johnson, of St. Louis; John L. Jenkins, Scranton, Pa.; R. Shoemaker, of R. Shoemaker & Co., Philadelphia, Pa.; Adam Gieb, of Washington, D. C.; C. E. Lyman, of the Lyman-Eliel Drug Co., Minneapolis; W. W.

Dake, of the Dake Drug Co., Rochester; Samuel Neill, of George C. Goodwin & Co., Boston.

SHALL PHARMACISTS BECOME TRADESMEN?

From some backwoods resort in Canada, contiguous presumably to some haunt of the muscalonge, black bass or other gamey fish, we receive a communication from George J. Seabury, worded as follows:

"In reading your interesting personal notices I find that you have engaged in the favorite pastime of serio-comic editors and indulged in hyperbole. It is a common practice among daily journals, but I hardly believed that it had crept into trade journalism.

"You state that I have deserted my work on 'Shall Pharmacists Become Tradesmen?' and have engaged in my annual piscatory sports. In replying to this I would say that I never leave important work undone. Business before pleasure is an old maxim with me. I will admit that my undertaking was not a commonplace task, and while I was engaged in bringing order out of apparent confusion, my work often reminded me of a fish line that had become hopelessly entangled, but like many other complicated difficulties patience and probing released the entanglement and unwary aquatic gamesters were easily captured.

"You can inform your readers that the book is ready for delivery; that it is printed and completed in the highest style of modern book-making, and as I agreed to sell it at absolute cost to the pharmacists of the United States, druggists and their clerks, it will be sent post-paid on receipt of 30 cents in United States or international currency, stamps or post office orders to the undersigned at 59 and 61 Maiden Lane, New York.—George J. Seabury."

The New York City College on the Graduate Requirement.

A circular addressed to the members of the New York State Pharmaceutical Association has been issued over the signature of Edward Kemp, president, and Thos. F. Main, secretary of the College of Pharmacy of the City of New York, explaining the attitude of that institution on the question of graduation as a pre-requisite to board examinations. The circular is mainly devoted to a refutation of the charge that the action of the college was in any sort an effort to drive students into the college, and to proving that the college was acting from the highest motives only.

Kings County Meeting.

The first regular meeting of the winter season of the Kings County Pharmaceutical Society was called to order in the college buildings by President Adrian Paradis at 3 p. m. The reports of various delegates were presented, and a committee of five was appointed to co-operate with the Committee of the Manhattan Pharmaceutical Association in tendering a banquet to the pharmacist of the "Olympia," who is returning with Admiral Dewey from Manila.

The society determined to send a delegate to the Cincinnati convention of the N. A. R. D. Prof. E. H. Bartley made a very interesting and favorable report upon the work of the Library Committee during the past summer, and the thanks of the college were extended to the donors of a number of volumes which had been presented to the library.

Forty Years' Back Taxes.

The United States Treasury Department has instructed its agent to collect a rectifiers' tax from E. R. Squibb & Sons, of New York City, and Charles Cooper & Co., of Newark, covering such times as they have been engaged in the preparation of absolute alcohol. In the case

of E. R. Squibb & Sons this means forty years, and of Charles Cooper & Co. about twenty years. The department claims that the preparation of absolute alcohol from the commercial article renders these firms liable for the rectifiers' license, which is \$100 per annum, and in this case to 50 per cent of the total amount involved as a penalty for failure to take out a license. The amount involved in the case of E. R. Squibb & Sons is about \$6,000, and of Charles Cooper & Co. about \$2,400. Both firms have acted innocently in the matter, and believe that they will be sustained in the courts.

Notes of the New York College.

The prospects for a successful year with the colleges of pharmacy are very bright if the increase in attendance at the other colleges is as it is at the New York College. By comparison with former years at this date it is safe to predict an increase of nearly one-third over last year in the number of junior students.

This year the students in the pharmaceutical and dispensing laboratories at the New York College of Pharmacy will be furnished with detailed directions of their work in a convenient pamphlet form, thus obviating the necessity of each one consuming the necessary time to copy from the blackboard. These pamphlets will be of uniform size, and when arranged from day to day will form a valuable aid to review work.

The supplementary and free scholarship examinations will be held on Friday, September 29, at 1 o'clock p. m., as advertised in the prospectus, since it would interfere seriously with the opening of the term work on October 2 if they were postponed on account of the Dewey holidays.

The instruction in qualitative analysis will be very much simplified by the use of the new book on qualitative analysis which has just been published by Professors A. H. Elliott and Geo. A. Ferguson.

Histology and Morphology of Plants, by Rusby and Jelliffe, will soon be received from the publishers, and will no doubt be of great assistance to the students in botany and pharmacognosy. It will contain over 700 illustrations (all new), distributed over 330 pages of text. This book will without doubt be used at many of the colleges of pharmacy besides the New York College.

EXPERIENCES OF A DAY.

Perils of a Drug Clerk's Life.

Nelson S. Kirk, who succeeded the J. N. Hegeman Company at 450 Third avenue, is spending his vacation in the mountains. During his absence the interests of the store are being looked after by his clerk, J. C. Smith. On Thursday afternoon of last week, Smith was standing in the store calmly conversing with two well-known local salesmen, Knight, of Dr. Birney's Catarrh Cure, and Comerford, of J. M. Maris & Co., when their conversation was interrupted by the noisy entrance of a wild little man, who had been chased into

the store by a crowd of hoodlums and small boys. Smith mildly expressed his astonishment, and requested the intruder to leave the store. The man said he didn't dare go out, as the crowd would kill him. Smith, who is nothing if not a peace-maker, volunteered his services to disperse the crowd and started for the door for that purpose. His diplomacy was of no avail with the gang on the sidewalk, so, giving up the job, he turned around to look for the crazy man, just in time to see him disappear behind the prescription case. Smith immediately started for the other side of the case to head him off, but he was too late, and he had no sooner got within the door of the back room than the madman made a rush at him, yelling, "You want to kill me, too!"

As Smith tells the story, he met the man with a "half-Nelson hold." The crazy man threw off the "hold" easily, and reaching for a three-gallon demijohn, half filled with simple syrup, he started to do up Smith. Smith thought that he had done all that was to be expected for the safety of the store, and eyewitnesses say that the race he made for the sidewalk would make Lon Myers look like 30 cents.

The crowd on the sidewalk dissolved as if by magic on the approach of Smith, followed by the madman, who threw the demijohn with its syrupy contents with full violence after the retreating figure of Smith. The missile fell just short, and went to pieces on the sidewalk. This ended the man's paroxysm, and he was quickly secured by several bystanders, and held until the police came, when he was taken off to Bellevue in a straight-jacket. Smith's only injuries consisted of a bruise on the left arm, where the "half-Nelson hold" failed to hold.

At No. 104 Canal street, further downtown, Louis Cheney, the clerk of the drug store at that number, had almost an equally exciting experience, but the assailant in his case was not a madman, merely a customer temporarily infuriated at what he considered a gross overcharge. Cheney was chased around the store several times, and finally out on the sidewalk, where a passing policeman interfered and led the protesting customer to the station house. In the Essex Market Police Court next morning, proved a better collector than Cheney, for he collected a \$5 fine on the charge of disturbing the peace. It will be safe now to charge \$1 for a prescription on Canal street.

Passed the New Jersey Board.

Following is a list of the successful candidates at the last examination of the New Jersey Board of Pharmacy: Registered pharmacists: P. T. Corrigan, E. St. Elmo Pitzer and E. A. Lenk, Newark; W. M. Kilgus and H. A. Doherty, of Atlantic City; G. E. Chalquest and T. E. Ewer, Philadelphia; John G. Baumgartner, Hoboken; Walter W. Columbus, Jersey City; Louis A. Dunham, Newton; Frederick W. Fairthorne, Bridgeton; Abraham H. Goodman, Passaic; Herman Hasler, Caldwell; William J. Smyth, Jr., Long Branch, and Charles F. Tilbe, Montclair.

The following were registered as assistants: H. A. Hetz and H. E. Maier, Newark; Ernest M. Lougee, Summit; J. J. Lalley, Elizabeth; Henry R. Lawrence,

Atlantic City; Gustav A. H. Mielke, Union Hill; Hume Macpherson, Paterson; William E. Pittenger, Asbury Park; William F. Hennings, Bound Brook; George L. Pryor, Camden, and Joseph F. Schefcik, Fairview.

Applications must be on file with the secretary, Henry A. Jordan, Bridgeton, ten days before this time. Those who have applications on file must give the secretary notice of their intention to take the examination ten days before this date. The next meeting will be held at the State Capital, Trenton, on Thursday, October 19.

WESTERN NEW YORK.

Medicine Buying a Luxury Rather Than a Necessity.

Buffalo Sept. 18.—There is a decidedly better feeling in the retail drug trade than has been apparent for a considerable time. Visits to several stores of late have without exception found the entire force busy; in fact, so busy that they were not able to stop for the usual compliments of the day, and the scribe went away sorrowful, for it looked as though the general prosperity of the business was injuring his own. It is the prescription trade that druggists are mentioning most generally as good, and when that part of the business flourishes there is no fault to be found anywhere. It seems as though the buying of medicine was more a matter of luxury than has generally been supposed, for it has been much curtailed during the late years of depression, and is now returning to the normal amount.

An Embarrassing Situation.

They are having a lot of sport with a west side Buffalo druggist, whose name is not Jones, on account of a little episode that came into his life lately. It was as interesting while it lasted as anything he remembers. He was about to take a little trip into the country one day, and so he slipped out the moment he was up and got a shave. For some reason he had his elegant mustache taken off by the barber, and then he returned to the family private room without ceremony, where his wife was just getting up. The shave had changed his appearance so much that she did not recognize him for a moment, and there was a scene right away that would take a camera to describe. The culprit did manage to establish his identity before anything really tragical was done, but there were some rapid movements executed on the part of the better half while the uncertainty lasted.

Dr. Gregory and His Indian.

Dr. Gregory, of the Genesee Pharmacy, Buffalo, is having some experiences with his mineral water Indian, the aborigine who discovered the spring down in Virginia from which the water is drawn that is sold at the pharmacy. The Indian comes around once a day and sits in the window awhile just to show the people that he believes in the water and wants the rest of the people to investigate it. The city has ideas of its own about this sort of advertising, and has notified the proprietor that he must take out a license for the Indian.

If the war between mineral water companies that is going on elsewhere in the city should spread to this one the Indian would probably be enlisted in the service at once.

More Druggists in Politics.

Another addition to the political aspirants among the Buffalo druggists is Supervisor Neil McEachren, member of the County Board of Pharmacy, who is looking for the position of Alderman. R. K. Smith has joined the independent Republicans, and will make war on the city and county machine.

Pharmaceutical Association's Outing.

The annual outing of the Erie County Pharmaceutical Association, which took place on August 23, was a very pleasant affair. About 125 druggists and the lady members of their families took the boat down the Niagara for Edgewater, below Tonawanda. The spot is a very taking one for an outing, and the ride on the river was especially enjoyable, as the weather was fine and not too hot.

Committees of the State Association.

Syracuse, Sept. 20.—Wm. Muench, President of the State Pharmaceutical Association, has made the following committee appointments for 1899-1900:

Legislation—William Muench, Syracuse, chairman; Robert K. Smith, Buffalo; Felix Hiresman, New York; Wm. C. Anderson, Brooklyn; Wm. H. Rogers, Middletown; Frank Richardson, Albany; A. S. Van Winkle, Hornellsville.

Transportation—Thos. J. Keenan, New York, chairman; Curtis H. Haskin, Rochester; Clay W. Holmes, Elmira; John Tilma, Buffalo; C. H. Butler, Oswego; Clark Z. Otis, Binghamton; Chas. B. Sears, Auburn; J. C. Smith, Plattsburg; Wm. H. Rogers, Middletown; W. B. Bissell, Buffalo.

Pharmacy and Queries—Thomas J. Keenan, New York, chairman; Henry C. Lovis, New York; George Zimmerman, Rochester.

New Remedies—Willis G. Gregory, Buffalo, chairman; Wm. C. Alpers, New York; Garrett V. Dillenbach, Albany.

Adulterations—G. Michaelis, Albany, chairman; Willis G. Tucker, Albany; R. G. Eccles, Brooklyn.

Commercial Interests—George Reimann, Buffalo, chairman; Rufus E. Smith, Syracuse; Geo. Hahn, Rochester.

The delegates to the annual meeting of the National Association of Retail Druggists, to be held at Cincinnati October 3 to 6, are: Wm. Muench, Syracuse; Wm. Muir, Brooklyn; Thomas Stoddard, Buffalo; Felix Hiresman, New York; Gottlob Bastian, Dansville; Thomas J. Keenan, New York; J. B. Todd, Ithaca. It is expected that the full representation will attend.

MINOR ITEMS.

The Davidson Drug Company has moved from Ogdensburg to Grant street, Buffalo, bringing its entire stock along.

At its first September meeting the Erie County Board of Pharmacy granted a pharmacist's license to Malcom J. Wilcox, of Salamanca, who expects to locate in Erie County.

The E. M. Davis Drug Company, which is incorporated in Chautauqua County, is to be dissolved and the court has issued an order requiring all interested persons to show cause before December 4 next why the corporation shall not be dissolved.

Buffalo has a few politicians among its druggists. Neil McEachren, of the County Pharmacy Board, is a supervisor; Chairman Smith, of the board, is a past alderman and supervisor who expects to return to politics some day; Howard Wade is looking for the office of alderman in the "Jim Franklin" ward, and J. A. Lockie has cards printed announcing that he is a candidate for the Republican nomination for supervisor of the Seventeenth Ward.

MASSACHUSETTS.

M. S. P. A. to Join the N. A. R. D.

Boston, Sept. 20.—In accordance with the action taken at the recent meeting of the M. S. P. A., it has been decided that the organization will in the near future become allied with the N. A. R. D. This movement on the part of the druggists of this State was decided by a postal-card vote, and, according to the returns furnished by Secretary James F. Guerin, 90 per cent of the members answering replied in the affirmative. The financial end of this step will be settled in the near future. Mr. Guerin has also taken a vote on the place of meeting for 1900, and reports the following results: 40 per cent favor Nantasket, 30 per cent favor Manchester-by-the-Sea, 12.50 per cent favor Newburyport, 2.5 per cent favor Swampscott, and 15 per cent have no choice. From these figures it is probable that Nantasket, a favorite place for the meetings of this organization, will be selected. In any event the 1900 gathering will be a sea coast affair.

Mr. Canning a Vocalist.

There are probably not many singers in Boston church choirs who have such a record as Henry Canning, the bass soloist at St. Augustine's Catholic Church, South Boston. On September 17 Mr. Canning completed his twenty-fifth year at the church named, his total number of years as a soloist being thirty-eight. He was with St. Joseph's Church, in the West End, from 1861 to 1874. Mr. Canning has also taken part in much amateur operetta and similar work, and it was he who in 1873 started the series of annual concerts for the benefit of the Carney Hospital.

LITTLE NEWS NOTES.

Nathaniel J. Rust and family sail from Liverpool for this city on September 23.

Bradbury Bros. opened a new store at 559 Dudley street on the 2d of the present month.

W. B. Heath, Tremont and Springfield streets, recently equipped his establishment with one of the carbonators manufactured by James W. Tufts.

The American Soda Fountain Company is one of the Hub's firms pledged to assist the Emergency Hospital financially in its efforts to open its doors.

Professor Henry Kramer, of the Philadelphia College of Pharmacy, has been spending the summer at Wood's Hole. While there he delivered lectures on "The Unorganized Contents of the Plant Cell."

B. F. Larrabee, proprietor of a large department store, failed recently for \$200,000. The Weeks & Potter Co. is financially interested in the failure, and Winthrop Smith, of that firm, is one of the assignees.

Reuben L. Richardson, president of the Rust, Richardson Drug Co., recently took a flying trip to St. John, N. B., and from there made a quick tour of the Provinces. He is again at his desk, but is looking forward to another and longer vacation.

Joseph L. Parker, corner of Tremont and Eliot streets, has been making extensive improvements in his store. This includes a new fountain, a handsome affair of onyx and Tennessee marble, surmounted by a top of white mahogany. It was made by Robert M. Green & Co., of Philadelphia.

One of the daily papers has been publishing biographical sketches of mayoralty possibilities, and included in the list is the name of Ernest C. Marshall, Ph.G., of Bunker Hill street, Charlestown. For some years past Mr. Marshall has served the city with marked ability as institutions commissioner.

PENNSYLVANIA.

Philadelphia, Sept. 21.—During the month many of the retail druggists of this city took advantage of the dullness and enjoyed a long-needed rest. Some began alterations, and during the past eight months there have been more improvements and extensions than has been observed for a long time. George B. Evans, who is always making changes in his Chestnut street store, has the decorators at work again, and both the interior and exterior are being brightened up with paint. The work on William R. Warner & Co.'s new building on Market street, near Thirteenth, is being pushed ahead, and it is expected to have the building completed within a short time.

To the fact that we have had an unusually prosperous year is ascribed the general dullness of August business. People this year finding the balance on the right side of the ledger have taken their families away for the summer, something which the masses have been unable to do for some years. We are anticipating a good fall trade, and this year especially we will have many visitors attending the National Export Exposition, and various conventions are coming to this city. The big G. A. R. Encampment which has just closed was quite a success, and had a beneficial effect on business in general.

Bullock & Crenshaw Give Up Drugs.

Bullock & Crenshaw, who for many years were considered the leading wholesale drug house in this city, and were well known all over the United States, have practically gone out of the drug business, although still maintaining the retail drug department in the front of the store.

Shortly before the death of the junior partner, Mr. Crenshaw, the firm decided to go out of the patent medicine business, and the sale of all proprietary goods was done away with, although for a time they filled their customers' orders for these goods by purchasing them from other wholesale houses. For some time past the firm has been tending to dealing in chemical apparatus exclusively, and it is now the intention to handle only these goods. The wholesale drug business has been dispensed with.

Action Causes No Surprise.

The action of Bullock & Crenshaw in giving up the wholesale drug business did not create any surprise in drug circles, as for some time past the firm has been paying but little attention to this branch of the trade. It is a surprise, however, to think how this house has dropped from the list of big wholesale drug houses of the United States, as at one time there was no firm better known throughout the country, and its business was of an enormous size. But little by little it has fallen off, which is due in a measure to the lack of interest taken by the members of the firm in the drug business.

Philadelphia and the Veterans.

The G. A. R. Encampment proved to be a good thing for the wholesale drug houses, as many of the retailers throughout the State, and in neighboring States, took advantage of the low railroad rates and came to Philadelphia to buy their drugs. The drug sundry houses particularly did a good business in selling Christmas goods, and one popular house was almost entirely cleaned out of its stock in cut-glass bottles.

Probably no one has done more individually to make the G. A. R. Encampment a success than Col. James M. Whitecar, of the Smith, Kline & French Co., of this city. He has worked incessantly day and night looking to the comfort and enjoyment of the visiting comrades:

PHILADELPHIA ITEMS.

Rosengarten & Sons are exhibiting a fine line of chemicals at the National Export Exhibition, as has also John Wyeth & Bro. and Hance Bros. & White.

H. B. Taylor, who recently sold his store at Tenth and Callowhill streets, has opened a store at Eleventh, near Master, for the sale of druggists' specialties.

Herrman S. Voshage will shortly open a handsome drug store at the northwest corner of Broad street and Columbia avenue, which is certainly a good location for such a hustler as Mr. Voshage.

OHIO.

N. A. R. D. WILL BE ENTER-TAINED.

Great Preparations Being Made.

TRADESMEN INTERESTED.

Cincinnati, Sept. 20.—That the gathering of druggists at the convention of the National Association of Retail Druggists, which is to be held in this city October 3, 4 and 6, will do much good for the craft is now an assured fact. Pharmacists have come to realize that in unity there is strength, and many evils which now confront the trade will be discussed, and means and ways devised that will tend to bring relief. The local committee having charge of arrangements report progress, and indications point to a large attendance. At the outing of druggists held at Coney Island the other day a number of druggists got together at the clubhouse and discussed the coming gathering. Many of the leading pharmacists of the city and surrounding country were there and a plan for entertaining the delegates was outlined. Between sessions there will be theatre parties, receptions and trolley rides galore. Tradesmen of the city who are interested to a great extent in the welfare of druggists have given encouragement to the local committee, and nothing will be left undone to make the first meeting of the association a most memorable one. The local druggists hope to make their brethren feel perfectly at home, and the time-honored reputation of Cincinnati for true Southern hospitality will doubtless be upheld. Assurances have been received which indicate that the gathering will be strong numerically, and a number of pharmacists will be in attendance from a distance. Delegates from any point can obtain reduced railroad rates by paying a full fare one way and receiving a certificate from the railroad agent. These certificates when countersigned by the secretary will entitle the holder to a one-third rate returning home on any road entering the Queen City of the West. For any information pertaining to the convention those interested should correspond with Frank H. Freericks, corner of Grand and Nassau streets, Walnut Hills, Cincinnati; Thomas Layton, 2743 North Grand avenue, St. Louis, and Thomas J. Keenan, 66 West Broadway,

New York. Local druggists have held several meetings to make the necessary arrangements for the gathering, and everything will be in readiness in due time. "We are determined to make a supreme effort to eradicate the cut-rate evil," said a prominent druggist yesterday, "and I want to call particular attention to the weapon we are now in a position to wield to obtain that end. It appears that the holding of this weapon by the National Association is not generally known. Since it has leaked out, however, to some extent, I desire to say that a plan has been almost perfected that will prevent cutters in the future from obtaining patents. President Hynson, of Baltimore, of the National Association, is aiding in the work, and the cutters will be surprised when we show our hand. A new era in local pharmaceutical affairs is about to begin, and every druggist who has the interest of the profession at heart should attend the October meeting and help us to once more get honest prices for what we sell. This is not talk, because we have had it in our power since June to accomplish just what I say."

Druggists generally would be surprised if they knew the name of the conservative druggist who spoke as above.

HEARD ABOUT 'TOWN.

Frank Freericks is practicing law.

George Budde is back from a northern trip.

Dr. Otis L. Cameron has returned from his bridal trip.

N. Ashley Lloyd says his "red stockings" will finish well up.

W. H. Averill, of Frankfort, Ky., passed through here recently en route to Mackinac.

Edward P. Dehner is busy accepting congratulations over the arrival of a boy at his home.

C. C. Metcalfe has sold his store at Walton, Ky., and will devote his time to the practice of medicine.

C. N. Peters, of Milan, Ind., has purchased the stock of Dr. T. R. Veasey. He will combine the stocks of both places.

The drug store of Frank L. Grothe, at Spring and Abigail streets, was badly scorched by fire during the recent burning of St. Paul's church.

John M. Greenway has purchased the interest of his partner, J. B. Morton, of the firm of J. B. Morton & Co., of Lexington, Ky. He will continue the business as John M. Greenway.

Albert H. Bennett, a prominent druggist of Mason, O., is enjoying his first vacation for nine years. He is putting in his time at Mackinac. Mr. Bennett will no doubt enjoy his outing.

W. L. Reum, who conducted a drug store at Fifth and Broadway for a number of years, has opened the Greyer pharmacy at Vine and Findlay streets in a blaze of glory. The place has been renovated and refitted.

Cora Dow, the successful woman druggist of Cincinnati, has concluded to spend a vacation at French Lick Springs, Ind., once in every two months. She says that such outings exert a beneficial effect throughout the year.

Charles A. Apmeyer has been elected president of the Alumni Association of the Cincinnati College of Pharmacy. W. T. Ford, first vice-president; Miss Marie Kusnick, second vice-president; John Weik, recording secretary; Prof. C. T. P. Fennel, treasurer, and Louis W. Klayer, corresponding and financial secretary.

Druggists who visited Cincinnati during the past fortnight are J. C. Brown, Williamstown, Ky.; H. E. Igle, Glendale, O.; J. M. Patton, Cherry Fork, O.; J. C. Love, Moscow, O.; C. C. Metcalfe, Walton, Ky.; G. W. Miller, Dry Ridge, Ky.; J. J. Reynolds, Flemingsburg, Ky.; Dr. R. H. Davis, Lexington, Ky.; John Ralston, Glencoe, Ky.; J. O. Arnold, Waynesville, O.; B. J. Scott, Erlanger, Ky.; S. A. Barrow, Harrison, O.; L. G. Keene, Ghent, Ky.; James B. Wood, Maysville, Ky.; D. L. Stewart, Jonesville, Ky.; George E. Sidwell, Russellville, Ky., and William Howe, Hamilton, O.

ILLINOIS.

Condition of Trade.

Chicago, Sept. 21.—Importers and wholesale distributors of drugs report that the first half of September shows an increase both in the number and size of the orders received. This is gratifying, as the August total of sales of entire new stocks to retailers, if it could be officially secured, would in all probability exceed that of any former August in the history of the trade of this city. A single firm reports having placed nine new stocks in territory adjacent to this market. Large numbers of retail druggists are in market in person and are buying confidently. One of the favorable features of the wholesale trade, also, is the liberal buying of the heavy chemicals by manufacturers. The general tone of the market is buoyant, though occasional items are quoted lower.

Quinine Trust Solid.

Chicago wholesale druggists do not share the opinion expressed in a Washington despatch that there is a likelihood of breaking down the quinine trust organized by German manufacturers through a movement said to have been started recently by leading cinchona planters of Java, looking to keeping the raw material out of the hands of the syndicate of manufacturers. The despatch stated that since January last 265,000 ounces of quinine sulphate have been shipped direct from Java to this country. The statement is also made that consular officers are of the opinion there is no reason why the United States should not get both the cinchona bark and the quinine sulphate direct from Java, and thus avoid the excessive exactions of the German trust.

"If a market is established in Java, as is suggested," said Peter Van Schaack, the head of the firm of Peter Van Schaack & Sons, "I do not see what is to prevent the German manufacturers from going there and securing supplies, and I do not see how conditions will be changed from what they are at present. The only way the Javanese can keep their bark from the German manufacturers will be to use it all themselves, for the Germans certainly will bid as high as Americans. Besides, the Java quinine is not of a quality to meet with ready sale here because of its color."

Substantially the same statements were made by Fuller & Fuller and other wholesale drug establishments visited.

Enforcing the Illinois Flag Law.

It was reported last week that the police were preparing to arrest all druggists selling goods marked with the American flag, or using it for advertising purposes.

Walter Barnes, Sixty-third street and Madison avenue; Thomas N. Jamieson, Sixty-third street and Monroe avenue, and William Hart, Sixty-third street and Madison avenue, all druggists, removed every flag advertisement from their stores. They all carry Star Spangled Banner Marsh-mallows, and the American flag on the boxes were destroyed. Large stocks of stationery, each sheet adorned with a flag, were destroyed to escape prosecution. They defaced the wrappers on a tar soap and a cologne which bear small flags.

The Wholesale Drug Association has

called in 18,000 gross of tooth brushes which have been placed in drug stores throughout the city at \$18 per gross, because they are adorned with a small flag. The American Express Company, which used the American flag on its signs, has called in its signs to escape the law.

"Off with the Old Love."

T. N. Jamieson, an historical figure in local drug circles, and a prominent member of the Veteran Druggists' Association, and connected with the other trade organizations, is out of the business, some of his friends say, for good, but others believe that notwithstanding all his political and other outside interests he will eventually come back to his first love. "Doc" Jamieson, as he is familiarly called, is probably better known to the general public as a politician, but nevertheless he has ranked high as a member of the drug trade as well. But probably the public knew nothing of this, for the life of a druggist is not along the paths of fame, except of the corner store variety. However, as stated before, Mr. Jamieson has disposed of his drug store interest, selling out his establishment at Sixty-third street and Oglesby avenue, Chicago, to his former manager, H. L. Miller. The new firm name will be H. L. Miller & Co.

Flint Glassware to Be Advanced.

The Flint Bottle Manufacturers' Association held a secret meeting here last week at the Auditorium Hotel. Twenty-four firms were represented. Joseph S. Hamilton, Pittsburg, president of the Association, presided over the meeting. It was determined to make a general advance of 6 per cent over present prices. "The cost of manufacturing flint bottles," said President Hamilton, "is steadily increasing. Soda, sand, iron and other ingredients used in the manufacture of flint bottles have made an advance of over 12 per cent since we made our last advance on June 26. At that time we made an increase of 5 per cent, but found we were losing steadily. We will probably have to make another advance within a month or two."

An informal dinner was given the Association at the Auditorium in the evening after the meeting.

To Close Drug Stores Sunday Nights.

The Southwest Retail Druggists' Association of Chicago has decreed that from October 1 to April 1 all drug stores in Lawndale and Douglas Park will close at 7 o'clock Sunday nights. The officers of the new Association are: President, Richard Vogt; secretary, E. P. McClure; treasurer, John J. Chvatal.

Economical Drug Co. Burned Out.

An early morning fire threatened for a time to destroy the old Borden Block, 84-86-88 State street, on Tuesday, the 19th inst. The blaze started in the basement kitchen of Seaver's bakery, which occupies part of the building, and spread into the Economical drug store at 84. After a hard fight the flames were checked, and the damage will fall principally upon the Economical Drug Company and Vernon C. Seaver, who owns the bakery. The Economical Drug Company carried a heavy stock of goods, which was kept in the basement of the building, and was totally destroyed. President Charles H. McConnell said that it was his intention to resume business as soon as the store could be put in shape. The firm carries

nearly \$57,000 insurance, which will more than cover the loss. The loss is divided as follows: Economical Drug Company, \$40,000; Seaver's bakery, \$10,000; building, \$5,000.

CHICAGO NEWS NOTES.

L. Tedtman has moved to 1144 Milwaukee avenue.

A. E. Oblander succeeds A. T. Keith, of 5101 State street.

J. M. Cody, of 302 Thirty-fifth street, has sold out to J. Lynch.

Fritz & Grady, of 665 North Wells street, have sold out to L. A. & J. W. Hoyt.

Mr. and Mrs. Peter Van Schaack are spending several weeks at Denver and Colorado Springs.

A. B. Hunt, the manager of the city department of Fuller & Fuller, is away on a three weeks' vacation.

Mr. William J. Blocki, of Gale & Blocki, has returned from California looking very much improved in health.

Philip Kephart, of Berrian Springs, Mich., visited Chicago during the week, replenishing his stock for fall trade.

Hoyt Bros. have succeeded to the business of Stoltz & Grady, at the Crilly block pharmacy, Eugenie and Wells streets.

Mr. Fox, of McPike & Fox, Atchison, Kas., spent a few days in Chicago last week en route home from an Eastern trip.

J. C. Locher, of Cerro Gordo, Ill., bought an entire new stock of drugs of Morrison & Plummer during the latter part of last week.

T. J. Cannon will open a new drug store, handsomely fitted throughout, at the ideal location, Huron and North Clark streets, soon.

F. C. Schramm, the prescription specialist at Salt Lake City, Utah, spent a few days in the Windy City during the week enjoying a vacation.

Among the heavy buyers among the retailers who were Chicago visitors during the last week were: F. W. Anders, of Anders & Phillipp, Manchester, Iowa; Dr. E. Sawbridge, Stephenson, Mich.; J. E. Malone, La Salle, Ill.; T. F. Hummel, manager of Green's drug store, Morrison, Ill.

L. A. Becker & Co. are fitting out a number of new druggists that expect to open this fall. Among them are T. F. Cannon, at Huron and Clark streets, Chicago; Clarkson & Mitchell, Springfield, Ill.; and Schemp & Schultz, Watertown, Wis. Each of the establishments named is taking a complete outfit of English oak casings and a Twentieth Century fountain.

Fuller & Fuller entered and shipped eight entire new stocks of drugs during August. They were as follows: G. H. Knaak, St. Joseph, Mich.; Miller Bros., Parkersburg, Iowa; H. W. Ziegler, Flat Rock, Ill.; Chas. F. Adams, Newkirk, Okla.; Polke Savarin, De Kalb, Ill.; H. E. Kauffman, Terre Haute, Ind.; Harris & Kurtz, Jackson, Mich., and W. E. McJohnson, Terre Haute, Ind.

F. K. Waldron and a party of friends have taken their dogs and guns for a shooting season in the vicinity of Mr. Waldron's farm, in the Spirit Lake country, at Okoboji, Iowa. They left the city Saturday, Sept. 1. Among the party was President Carhart, of the Freight Rate Association, at whose place in Minnesota Mr. Waldron and friends were entertained during the chicken shooting season last year.

The many friends of H. Jacobowsky, the popular buyer for Morrison & Plummer, learn with regret of his continued illness, dating back to the time of his vacation last summer. Mr. Jacobowsky's duties kept him at his desk a little later in the season than usual this year, and then he was badly run down in health. After his two weeks at one of the Michigan resorts he returned to Chicago to be attacked with typhoid.

The Illinois Board.

At the meeting of the Illinois Board of Pharmacy, held in room 144, Thirty-ninth street, Chicago, August 14-22, out

of a class of 162 examined, the following passed as registered pharmacists:

H. W. Allen, Louis E. Bangert, E. H. C. Blessin, O. Boehmer, F. H. Elmer, E. L. Griffith, W. A. Jungk, C. A. Nafe, P. S. Norton, J. G. Schick, M. Sobel, R. A. Whitton, J. H. Wilson, Jr., all of Chicago, and W. L. Becker, Wenona; Geo. W. Behrens, Gillespie; O. A. Burdick, Marengo; R. P. Hoffman, Bloomington; Andrew Macin, Du Quoin; A. E. Rives, East St. Louis; C. O. Roskoten, Peoria; C. R. Thomson, Grayslake; G. I. Van Ness, Jr., McLean; R. W. Vaughn, Wenona.

The following passed as assistant pharmacists:

S. Aronson, F. C. Aumann, E. A. Aubry, L. G. Baker, H. Batt, E. B. Barnard, G. W. Bollebach, F. E. Brawley, A. J. Broman, G. F. Brenner, T. G. Drake, G. A. Hochhaus, M. A. Johnson, J. R. Lambrecht, A. C. Loesing, L. F. Meehan, H. A. Munsterman, E. P. McClure, M. R. Price, T. U. Renaud, M. B. C. Rounds, F. H. Scott, L. K. Solomon, H. D. Valbracht, G. I. Wright, H. Zinn, all of Chicago, and G. E. Arnold, Watseka; E. U. Banker, Aurora; W. F. Busse, Alton; W. S. Cluxton, St. Francisville; C. N. Cortright, Oregon; W. L. Feickert, Belleville; D. J. Furrey, Canton; Claire M. Green, Colfax; H. W. Juhan, Leland; B. L. Lee, Eureka; Frank C. Lynch, Evanston; John H. Niemes, East St. Louis; Lee D. Perkins, Roseville; E. G. Weible, Columbia.

Those who were granted locality certificates under section 6, time service clause, are:

Edward L. Asbell, Humboldt; J. Blocki, Chicago; Chas. H. Brockmeyer, Belleville; F. J. Cooper, Robinson; W. H. Heidbreder, Quincy; B. Frank Keith, Alto Pass; E. Landon, Auburn; I. E. Littig, Rock Island; A. S. Mitchell, Springfield; F. J. Nirider, Kimmund; F. Richardson, Harvard; C. Root, Earlville; W. Thies, Chicago; E. D. West, Tamaroa; A. Davison, Pinckneyville; E. B. Dorchester, Aurora; A. Kadlec, Chicago; A. J. Link, Chicago; E. O. Rowe, Hebron; F. W. Robinson, McLeansboro; H. J. Burmeister, Morris; E. R. Ditzler, Davis; J. A. O'Malley, Dwight; G. Colin, Chicago; L. D. Jackson, Chicago, were registered as assistant pharmacists under the time service clause.

Hereafter the Board of Pharmacy will strictly enforce the provisions of the pharmacy law as set forth in section 9, and refuse to register anyone who has not been previously registered as an apprentice.

The next meeting of the Board for examination will be held in room 144, Thirty-ninth street, Chicago, November 7. New applications must be on file in the office at Springfield ten days before the day set for examination. Those who have applications on file must also give ten days' notice before taking the examination. This requirement is necessary in order to make suitable preparations for the class, and will be strictly enforced. Affidavits from registered pharmacists of time service must be filed at least three days before the examination.

Address all communications to L. T. Hoy, secretary, Springfield, Ill.

Michigan Board Licentiates.

The Michigan Board of Pharmacy held a meeting at Houghton, August 28 and 29. There were seventeen applicants present for examination, fifteen for registered pharmacist certificate, and two for assistant papers. Six applicants received registered pharmacist papers and one assistant papers. Following is a list of those receiving certificates:

Registered Pharmacists.—G. E. Amidon, Houghton; C. J. Ayres, Lawton; Otto Graf, Rockland; H. E. Goette, Detroit; A. R. Sandquest, Hancock; J. R. Stannard, Gaines.

The next meeting of the board will be held at Lansing in November.

MISSOURI.

A Little Price War On.

St. Louis, Sept. 19.—A little cut-rate war is being waged in South St. Louis, in the district known as the "Wild Hunters." For many years the druggists in this section of the city have not been cutting prices to any extreme on any patent medicines, and, although there was no organization among them, there was a uniformity of prices which was maintained by them all. A short time ago one of the oldest druggists in the city, and living in that neighborhood, sold his store to a druggist who is noted for selling goods at a very low price. For a short time everything went on as usual with the exception that they attempted to get together and have an understanding as to prices, etc. A few days ago there came a discord. Each blames the other, and everyone's story sounds plausible, but there is one thing certain, they are either purchasing their patent medicines at a price which has been unheard of before, or else they are not making any profits upon that line of trade. The principal drug stores involved in this little unpleasantness are the Chippewa Pharmacy, the Bredemeyer Pharmacy, now owned by Benn Otto; Schroeder's Pharmacy, and R. S. Vitt's pharmacy.

Can This Be True?

Current advices are that the price-cutters at St. Louis are now being supplied by their home retailers. Reports were current that the cutters were getting their supplies from Chicago, but this is indignantly denied by all branches of the local trade.

CITY NEWS.

Geo. W. Bader has been appointed assistant druggist at the City Hospital.

T. F. Hermann, the well-known Carondelet druggist, has gone to the State of New York for an extended visit to relatives.

Chas. Caffol has recovered his health and is once more manager of Judge & Dolph's drug store, at Fourth and Market streets.

Emiel Berger, a recent graduate of the St. Louis College of Pharmacy, has purchased the Sassen Pharmacy, at 2854 Lafayette avenue.

Steve Kohlenbach, of the firm of Schultz & Kohlenbach, Eleventh and Pine streets, will enter a medical college at the opening of the fall term.

On Sept. 16 J. Kurka, chief clerk at Pfeiffer's pharmacy, Eleventh street and Lafayette avenue, and Miss Yetta Leske were quietly married at Clayton.

Druggist John W. Williams, of La Platte, Mo., was recently fined \$1,400 for the illegal sale of liquor. This is the largest fine ever imposed in this State upon a druggist for such an offense.

H. A. Gralike, a well-known St. Louis drug clerk, has purchased the drug store at Fourteenth and Morgan streets and moved it to Newstead and Choteau avenues. The stand was formerly owned by Dr. T. J. Stephenson.

The St. Louis Drug Clerks' Society gave a very enjoyable boat excursion on the evening of Sept. 9. At the regular monthly meeting of this organization, held Sept. 14, it was decided to give a ball in November. Further details will be arranged in the near future. It was also decided to have some form of entertainment at each regular meeting during the winter.

G. H. Brannon, O. Nelson and E. C. Stucker, of Mokane, were arraigned before United States Commissioner Geisberg, at Jefferson City, on Sept. 11 on a charge of selling intoxicating liquors in their drug stores without having a government license. The evidence showed that they did have their licenses, but that they were not posted up, and in consequence they were all discharged.

T. A. Brueggeman, manager of the South Broadway Pharmacy, 1500 South Broadway, has had some very unpleasant notoriety and experience of late on account of selling some fluid extract of ergot to a party who came in and purchased same, making misrepresentations to him and telling direct falsehoods. All who are familiar with the circumstances know that Mr. Brueggeman was in no way to blame, and nearly any other druggist would have been deceived as he was. The medicine was sold with all due precaution, but it was used for criminal purposes, resulting in death to the party. The druggist was arrested, along with others, but he was released after being locked up about twelve hours.

THE NORTHWEST.

Telephone Fight On.

Minneapolis, Sept. 18.—The situation of the dispute between the retail druggists of Minneapolis and the Northwestern Telephone Exchange Co. has reached an acute stage. The druggists enlisted the help of other trades in their warfare, and a number of other lines agreed to stand by the druggists in their demands that the company do not force upon them the slot telephones. A meeting was held recently at which the telephone company were invited to have a representative. Instead of a representative came a letter from General Manager C. P. Wainman stating that he felt the druggists had treated the company discourteously; had misrepresented the company, and used underhanded means to induce other merchants to aid them in their warfare against the telephone company. In view of these facts he declined to have any more dealings with the druggists' association. This naturally ends diplomatic relations between the warring elements. The druggists, however, stand by their guns and say they will all put in the telephones of the Mississippi Valley Co. when that company gets its system in order.

NORTHWESTERN HAPS AND MISHAPS.

J. H. Witts will erect a building in Rockwell City, Ia., in which to carry on his drug business.

I. M. Crossley, a druggist of Randall, Ia., is recovering from an operation for appendicitis.

The new building for the drug store of Henry Fink, in Alden, Minn., has been completed and occupied.

B. Nelson has purchased the building in Granite Falls, Minn., in which his drug store is located.

George A. Presley has bought the building in which his drug store, in Cambridge, Minn., is located.

Saunders Bros., of Denison, Ia., have bought a lot and will erect a substantial brick building for their drug business.

The drug store of J. S. Cahill, at Thompson, Ia., was robbed of goods to the value of \$50, consisting of jewelry, cigars and liquor. The storm door was pried open and a panel cut out of the inside door, through which it was then unlocked.

Miss Josie Wanous, a Minneapolis druggist, attended the American Pharmaceutical Association at Put-in-Bay, O. She will take a trip through the East before her return. During her absence her store will be in charge of her sister, Miss Gertrude Wanous.

I. C. Reeves, a Keokuk, Ia., druggist, recently discovered among his papers two old newspapers. One is the Juniata, Pa., Journal of Sept. 23, 1836. The other is the Iowa Territorial Gazette and Burlington Advertiser, of Burlington, Ia., Jan. 26, 1839.

John Malloy was arrested in Austin, Minn., near the Iowa State line, on complaint of the State Board of Pharmacy. He had a license from the Iowa board, but there has been no regular meeting of the Minnesota board since

he had been at work in the State. He was fined \$50 and costs, which he paid.

J. H. Witte, a druggist of Burlington, Ia., has sued State Oil Inspector Weinstein for \$6,000 damages. On the strength of an analysis of linseed oil procured from Mr. Witte, the State Board of Health reported him as having handled adulterated oils. Plaintiff claims that the defendant either did not get the adulterated oil from him or else he allowed it to become adulterated after securing it. The report was published, and Witte published a card denying the allegations. Then Weinstein published an answer in which he alleged that Witte bought pure oil, but did not sell it, and intimated that he was a skillful adulterator. It is on account of this letter that the suit is brought.

The Minneapolis retail druggists are waging a war on the Northwestern Telephone Exchange Co. The latter complains that druggists permit non-subscribers to use their instruments to the detriment of the service of those who pay for it. The company wanted the druggists to all put in mckel-in-the-slot machines, but they would not, fearing it would drive away trade. The company found it could not induce the druggists and then tried harsher methods. The operators were instructed to ask a caller if he was the subscriber or employee of the subscriber of that 'phone. If not, the connection was refused. This barred many who had 'phones of their own and frequently wanted to call up their own offices. The druggists threatened a boycott and have enlisted a number of the other trades of the city to stand by them. A competitive company is now installing an exchange, and the druggists hope for better treatment at its hands. The Northwestern has retreated from its position to the extent of withdrawing the order to the operators not to give service to any but subscribers and employees, "pending a settlement."

NEW STORES AND CHANGES.

Dr. Murray has lately opened a drug business in Rockford, Minn.

J. D. Holden, of Delta, Ia., has bought a drug stock at Wellman, Ia.

Dr. Donaldson will engage in the drug business in Truman, Minn.

The D. S. Smith stock of drugs at Dyersville, Ia., is being closed out.

Dr. McGregor will engage in the drug business at Fessenden, N. D.

Baisch & Young have engaged in the drug business at Dickinson, N. D.

R. M. Shipmen, of Emerson, Ia., has sold out to Mr. Collins, of Red Oak, Ia.

A. L. Ritter, of Staples, Minn., has sold the City Drug Store to Katzy & Co.

G. A. Williams, of Northville, S. D., has sold his drug stock to Wakefield & Wood.

Claude Whitlock and Will Trent have bought the Landus drug store in Osceola, Ia.

A. A. Tofte, the pioneer druggist of Fisher, Minn., has sold out to A. C. Clausen.

Alex. H. Fjeldstad, of Minneapolis, contemplates putting in a drug store at the new town of Brice, Minn.

George H. Countryman, of Dravton, N. D., has bought the drug store of Dr. H. P. Dredge, at Redwood Falls, Minn.

Lewis & Grau, of Manning, Ia., have sold their branch drug store at Templeton, Ia., to W. Backer, of Whiting, Ia.

The Hankinson Drug Co., of Hankinson, N. D., has bought the store at Forman, N. D., and took possession Sept. 1.

Roy R. Bell, who has a drug business at Grand Rapids, Minn., contemplates starting a branch store at Deer River, Minn.

L. A. Griswold and J. S. Farran have bought Dr. Smith's drug stock in Rowan, Ia., and will continue the business as the Rowan Drug Co.

Mr. Opjorden has consolidated the Dalen stock of drugs at Milan, Minn., with his own. He contemplates erecting a new brick block in the spring.

Charles Slocum, who was formerly in the drug business in Superior, Wis., has bought the business of the Harrison Drug Co., at Broadway and Tower avenue.

W. A. Schreiter will open his drug store at Red Lake Falls, Minn., in the new Lemieux Bros.' block when completed.

Besserer & Ryan, of Walla Walla, Wash., have sold the Pioneer drug store to E. L. Smalley.

C. S. Arnold, of C. S. & H. C. Arnold, druggists at Waukesha, Wis., will return to his former home at Lake Geneva, Wis. The management of the business will then devolve on H. C. Arnold.

Lawrence Bros. have abandoned the project of opening a down-town drug store in Des Moines, Iowa.

The Standard Drug Co., of Brookings, S. D., has been wound up and the stock has passed into the hands of J. T. Tidball, the pioneer druggist of Brookings.

W. L. Nichols, of Whitewater, Wis., has bought the City drug store at Cadott, Wis., and taken possession.

E. C. Collins, of Red Oak, Ia., has bought a drug stock at Emerson, Ia., and has moved there and taken possession.

J. G. Lorch has bought a drug store at Independence, Wis.

W. A. Schreiter, who was recently burned out at Red Lake Falls, Minn., has secured a new stock and resumed business.

J. S. Mills, of Harlan, Ia., has opened a stock of drugs in Centerville, Ia.

D. G. & G. W. Nefzger have bought a drug stock at Terrill, Ia.

The Henderson Drug Co. has been incorporated at Waterloo, Ia., with \$18,000 capital stock.

F. Hansen, the oldest druggist and one of the oldest merchants of Sioux City, Ia., has retired from business. He sold his wholesale stock and business to Hornick, Hess & More, and his retail business to Oscar Ruff, of Minneapolis. The former will be removed and the latter will continue at the old stand. Mr. Hansen engaged in the retail business in Sioux City nearly thirty-five years ago, and several years later he branched into the wholesale trade.

E. C. Anderson, O. H. Bemis and Dr. Walters have bought Groneman's drug store at Whittemore, Ia.

Dr. J. N. Quick has bought the drug business of Clinton G. Nickels, in Wahpeton, N. D. Dr. Quick has just returned from the Klondike.

Yeomans & Co., of Centerville, S. D., have sold out to Mr. Parker, of Le Mars, Ia.

F. G. Watson has sold his stock of drugs at Wood Lake, Minn., to Smith Bros., of Carver, Minn.

C. F. Rainey, of Baraboo, Wis., has bought the Hixton drug store at Hixton, Wis.

N. P. Nelson & Co., of Winthrop, Minn., have dissolved, J. C. Hanson retiring and N. P. Nelson continuing the business.

George F. Rose has sold his drug store in Kinbrae, Minn., to C. W. Somers, of St. Paul.

E. R. Rogers has sold his Minburn, Ia., store to C. E. Basart and S. B. Shumway.

F. F. Nicolls has bought the business of Dr. Lass, at Pierson, Ia.

Charles Moore, of Fairfield, Ia., has sold his drug store to J. R. Smith, of Kansas City, Mo.

J. D. Fiddler has reopened his drug store in Williams, Ia., which was recently burned out.

Carpenter & Gardner have opened for business at West Point, Ia.

Steelsmith & Co., druggists, of Des Moines, Ia., have sold their business to Hansen & Co.

Berg & Ruegnitz have bought the drug business of Frank Dennert, at Dubuque, Ia.

L. C. Horner & Co. succeed Beck & Co., at Ottumwa, Ia. Mr. Beck retains his East End store.

Fred Graves has bought the Stover pharmacy at Lucas, Ia.



Our Portrait Gallery

[Contributions for this column are invited. For available articles dealing with the news of traveling salesmen payment will be made.]



J. S. BLITZ,

Central States Traveler for the J. Ellwood Lee Co., Conshohocken, Pa.

J. S. Blitz began his business career with J. A. Flexner, of Louisville, Ky., some eleven years ago, and after three years of service there he joined the staff of Lehn & Fink, carrying their samples through the middle West for seven or eight years with great glory for himself and profit for his firm. Mr. Blitz has for the past six months or more been blowing the horn of the J. Ellwood Lee Co., of Conshohocken, Pa., and is quite as enthusiastic over lint, absorbent cotton and sticking plaster as he ever was over powdered liquorice or "our own make of fluid extracts." Our portrait fails to do justice to the spirituelle beauty for which Mr. Blitz is noted, giving a solidity of aspect to his appearance which, when his countenance is irradiated with the holy joy consequent upon landing a big order, is entirely lacking in the flesh. If our readers doubt this let them give Mr. Blitz a large order and watch the result.

At the A. Ph. A. Meeting.

The traveling fraternity was very well represented at the Put-in-Bay meeting of the American Pharmaceutical Association, but we are unfortunately not able to give a complete list of the travelers present.

Chas. E. Matthews, manager of the Chicago office of Sharp & Dohme, was on hand, though he and Mrs. Matthews did not arrive until the middle of the week. Several other S. & D. men were on hand, including F. J. Christian, who travels through Ohio and Pennsylvania; Ben Freer, Jr., who looks after northern Ohio, Lee Downing, who travels in western Ohio, and F. N. Pike, who takes care of the blue grass country.

Parke, Davis & Co. were out in full force. Harry Skillman, chief of the advertising department; Dr. E. M. Houghton, of the biological department; Dr. J. M. Francis, chief analyst; Joseph Helfman, editor of the Bulletin of Pharmacy; H. B. Mason, associate editor of the Bulletin of Pharmacy, and A. S. Parker, of the analytical department, all being present

from the home office. The New York office was represented by S. H. Carragan, W. J. Carr and Dr. F. P. Tuthill. Other F. D. & Co. men present were F. G. Ryan, of Philadelphia; S. G. Steiner, of Tennessee; O. W. Allen, H. L. Hutchinson and A. L. Palmer, of Ohio; B. A. Parsons, of Georgia, and Mr. Wicks, of Michigan.

Seabury & Johnson were well represented, Mr. Seabury himself being on hand and taking an active part in the proceedings of the Association. With Mr. Seabury were E. A. Sayre, of the home office; Seward W. Williams, of the laboratory, whose paper on Scopola was one of the most interesting presented at the meeting; F. N. Oxley, of Chicago; F. E. Westervelt, of Michigan; G. M. Agnew, of San Francisco; R. T. Wincott, Minneapolis, and J. B. Davis, Ohio.

Duroy & Haines made an exhibit in a room adjoining the meeting room of their line of wines which attracted a great deal of attention. This exhibit was presided over by Frank A. Bauer, whose courtesy and affability quite won the hearts of all who inspected the exhibit and made the exhibit a favorite rendezvous.

Mr. Meserole showed a line of Squibbs' acetic extracts which attracted much attention, while an affable gentleman whose card we lost demonstrated the advantages of Sparklets. In fact, a combined demonstration of Sparklets and Duroy's champagne was so immensely popular that it was not repeated.

Items of Personal Interest.

J. H. Bartlett has opened a New York office for A. H. Revell & Co., show case and fixture manufacturers, of Chicago, in the Postal Telegraph Building.

BOSTON.

L. K. Liggett, representing the Vinol Company, has just completed a successful canvass of this district.

W. S. Heinemann, agent for Bauer & Black, Chicago, has been the rounds doing a good business for his firm. His specialty is plasters and antiseptic dressings.

Mr. Steine, business representative of Eisner & Mendelson Company, New York, has many friends in this city, and his visits are always rewarded by a goodly share of orders.

Charles J. Polman has been in town booming the goods of the Denver Chemical Company in general, and antiphlogistine in particular.

Mr. Everett has been doing excellent work in this vicinity, and earns his reputation as a hustler. His efforts during his last trip here have been in the interests of Laxative Bromo-Quinine.

E. H. Ross secured the usual number of orders in his recent tour, and is always welcomed by his many friends.

Wm. A. Scholey, representing the Imperial Metal Company, of New York, visited the trade recently, and is showing a fine line of samples.

A. H. Scudder, Jr., representing S. V. & F. P. Scudder, New York, called on the trade, soliciting orders for liquorice.

J. F. Degan, New York, has made a success of his recent canvass, and a plentiful supply of chamois and sponges is in order.

G. W. Street and G. M. Dorrance, representing the firm of G. M. Dorrance, New York, have received satisfactory orders for Allen's corn plasters.

W. H. McMillan has just completed his tour in this section. The sundries of McKesson & Robbins were attractive, and altogether the trip was a success.

W. D. Shattuck, with Parker, Stearns & Sutton, New York, has been receiving satisfactory orders for Alpha syringes.

W. S. Fox, representing H. C. Fox & Son, of Philadelphia, has been showing a fine line of glassware, and orders were many.

C. H. Clute, Florence Mfg. Company's enterprising agent, as usual made it worth while coming to the Hub. His specialty is prophylactic brushes.

A. C. Sturtevant has been doing a good business in the interests of Leebas Sponge Company, New York.

The able and agreeable Rudolph Wirth keeps the ball rolling. E. Fougere & Co. are well known in this section as a result of their excellent salesman's efforts.

BUFFALO.

Among our most acceptable visitors in the perfume trade is T. T. Brown, who travels for F. R. Arnold & Co., and who handles druggists' sundries as well as his specialty. He has lately paid Buffalo a visit.

The familiar name and face of Wayte A. Raymond, special representative of Alfred H. Smith, toilet brush importer, enlivened the trade again early this month.

H. Leerburger, of the well-known New York house of Leerburger Bros., spent a few days in Buffalo during the early part of the month and went on his way rejoicing.

Wallace & Co., of mint jube fame, this week sent to us their Mr. Davis, who also does a large confectionery business along with the more regular trade which he enjoys among the druggists.

C. M. Edwards, traveling representative of the Baltimore house of Gilpin, Langdon & Co., is due in Buffalo this week. He will find that the trade has a leaf turned down for him when he arrives.

George A. Niedner, who stands in the place of E. H. Hamilton & Co. in the drug trade, would be more familiar to the Buffalo trade if he would stop off here oftener. He is certainly welcome.

A. E. Allbright comes from the Theo. Ricksecker Company with a long line of holiday packages, much of which will be found to be new to the trade and in much demand.

E. E. Keeler, who comes from the Youthful Tint Company, of Rochester, and gains favor on account of his stopping among the retail druggists, has just made the Buffalo round.

Our old friend, J. S. Marvin, has lately been with us with his line of plasters, surgical dressings, etc., prepared by Seabury & Johnson. He is always welcome.

PHILADELPHIA.

The following gentlemen have charge of the exhibits of their respective houses at the National Export Exhibition: Clarence W. Elston, Hance Bros. & White; Percy Remington, Eskay's Albumenized Food; Ralph McGoughlin, H. K. Muirhead Co.; M. Hahn, John Wyeth & Bro.; Dr. E. E. Bostick, Seabury & Johnson.

Robert E. Emerson is representing the National India Rubber Co., of Bristol, R. I., in this city and is placing some nice orders for hot water bottles.

Genial "Bob" Wallis, one of Shoemaker & Busch's hustlers, has a son who is seriously ill of pneumonia, but at last reports he was doing fairly well. That he will speedily recover is the worst wish the drug trade has for "Bob."

C. E. Metzger is a new comer among the trade here. He is representing the C. E. Metzger Co., of Detroit.

Charles R. Bull is here in the interests of Fink & Fehrlin Chemical Co., of Milwaukee, Wis.

A. Moore has been here hustling for orders for Leon Hirsch & Sons, of New York, and he departed thoroughly satisfied with his efforts.

Once more do we have Rudolph Wirth with us, and he looks as though he has been summing well. No doubt Fougere & Co., of New York, will feel the benefit of Mr. Wirth's well earned vacation.

CINCINNATI.

George A. Raisbeck, representing the Ph. Hake Company, was in Cincinnati last week.

Among the successful traveling men who are gaining in popular favor is Col. Gus. Danziger.

Frank L. Williams, a hustling traveling man, visited the Queen City last week representing the Tyer Rubber Company.

Every imaginable kind of celluloid goods was shown here this week by T. W. Frazer, representing the Celluloid Company of New York.

W. F. North, a well-known hustler who represents George R. Gibson, was taking orders in Cincinnati this week. He reported good business.

A recent commercial tourist to visit our midst was J. A. Sutherland, a clever representative of Taylor Bros. & Co., of Rochester.

A recent caller on druggists and jobbers was E. N. Sickles, representing Julius Becker & Co., New York.

A. Quenzer, of New York, was in Cincinnati recently with a full line of chest protectors and kindred appliances. He enjoyed a nice trade.

J. W. M. Hall visited his Cincinnati friends recently with a full line of Tappan's new perfumes and face powders. His orders were big.

W. M. Chatfield was here last week in the interest of A. Dupont & Cie. Mr. Golterman, representing Ellis & Golterman, joined him here.

F. B. Wright, representing the American Hard Rubber Company, of New York, was here recently. He swapped jokes with W. A. Slocum, representing the Aluminum Company.

They were gathered around a little table at the Grand Hotel, Cincinnati, when the dean of the corps said: "Do you know, Charley, I never strike the State of Ohio without developing a case of dyspepsia that lasts until I cross the State line? I have tried to locate the cause, but I can't do it."

"That so?" said the Boss Liar. "Now I used to be that way, too, till I ran across a cure for it. I had the digestion of an ostrich in Pennsylvania, Indiana and Kentucky, but within 24 hours after crossing the line into Ohio my extraction apparatus would come to grief and I'd have to take to Eskay's food and milk and vichy. Soon as I'd quit the State I'd be O. K. This thing went along for years till I run across Blitz one day up in Cleveland and he told me he'd been through the mill, too, but he'd quit that lay and was eating doughnuts, saleratus biscuits and wire nails and fattening on it. He said it was a pad that did the business—one of those measly little things you strap on the outside of your epigastrium so as to irritate your liver. Now I don't believe in signs, I'd as soon walk under a ladder, or twirl a chair round, or spill salt on the table as not, and I didn't believe in this pad business. But Blitz said he'd stand for the pad, and he wouldn't let me rest till I got it on. I've always worn it while in the State, and I've never been troubled with dyspepsia since. No, I don't feel any call to set 'em up on that story. If you don't believe it, try it."

CHICAGO.

James I. Gulick, western agent for Ed. Pinaud, has just returned to Chicago from a two months' trip to the Coast.

L. A. Becker, of the company bearing his name, is taking his vacation at Manitou, Col. The secretary of the company, John Nash, is booking the orders for show cases and fixtures during his absence.

Wm. Townley Case was here Sept. 15 on one of his quarterly trips for Boehringer & Soehne. He told me there "were others" in town, but he got his share.

Peter R. Lance, with his Senator Chauncey M. Depew speeches and manners, was here this week for jobbing orders and a talk with A. E. Remick.

Edw. Long, western agent for the W. J. Bush & Co., Ltd., is working the city at the end of the Eades Bridge.

Harry Walker, manager of the traveling forces of the Hartt Mfg. Co., is back at his desk after a month at Green Lake, Wis.

Geo. W. Matthewson, manager of the Chicago office of the Emerson Drug Co., has just returned from a trip through Illinois and Wisconsin, where, as he expresses it, he has been playing one night stands.

Western salesmen of Hance Bros. & White held a meeting recently at the office of the western branch, in this city, and discussed plans for the better handling of the fall trade. The meeting was presided over by Rush B. Smith, of Philadelphia, manager of the salesmen, and the later were royally entertained by Manager J. H. Odert, of the Chicago branch. Among the salesmen present were W. M. Schroeder, E. G. Tullidge, C. F. Moore, Frank V. Perry, Geo. C. Lillie, Arthur J. Seguin, Harry Severin, Chas. A. Barnett, Nate I. Balkan and W. B. Trebilcock.

I. B. Nordhem stopped over here a few days after a very successful business trip through Ohio and Pennsylvania and New York State in the interest of the Chicago Label and Box Co. He is now working his way westward.

Frank L. E. Gauss, the popular manager of the St. Louis office of the Searle & Hereth Co., spent several days at the Chicago office recently preparing for a vigorous fall campaign.

C. L. Gleeson, representing the crude drug department of Parke, Davis & Co., was at the Sherman House during the week. He worked the local trade thoroughly in the interest of the new departure of the Detroit house, and his ex-

perience demonstrated the success of the innovation.

Thomas P. Cook, of the New York Quinine and Chemical Works, one of the best known men in the drug trade, was in the city during the week en route to San Francisco.

ST. LOUIS.

John M. McGarey, formerly with the Moffit-West Drug Co., has gone on the road for the St. Louis Sponge Co. He has a splendid reputation as a traveler and general hustling salesman, and has the best wishes of his many friends in his new venture.

Harry Severson, the popular local representative of Hance Bros. & White, has returned from a three weeks' vacation looking hale and hearty, and is once more out hustling for orders.

Mr. Quisenbury has been in this territory for the past few days looking after the interests of John Wyeth & Bro.

A. H. Fincke, representing Parke, Davis & Co. in portions of Illinois, has been in this city looking after some special orders. He is an old St. Louis boy and knows the trade of this place as well as the next one.

The Abbey Effervescent Salt Co., of New York City, has had two men in this territory for the past week placing some extensive advertising.

E. N. Merriman, formerly with the J. S. Merrell Drug Co., has gone on the road for the Morris-Morton Drug Co., of Ft. Smith, Ark.

F. M. Odena, representing Parke, Davis & Co., landed in this city a few days ago "loaded for bear" and looking for big orders. They say he usually gets what he goes after.

F. F. Johnston, representing Allaire-Woodward & Co., of Peoria, Ill., has been hustling for orders in this territory for the past week.

F. B. Davis, representing Henry K. Wampole, of Philadelphia, is smiling over his successful business trip to this territory.

A Nobby, Inexpensive Jar.

The Eureka Ointment Jar made by T. C. Wheaton & Co., Millville, N. J., fills a long and widely felt want, supplying a container for petroleum jelly, ointments, tooth powders, etc., which combines



"style" with cheapness, for this jar is furnished complete with oiled wood stopper at \$2.50, packed in one and five gross cases. For full-size illustration and details as to discounts, etc., our readers should address the makers as above. The jars are carried in stock by or can be obtained through all the leading jobbers in the United States.

Will Protect the Druggist.

The Holtin Chemical Co., 93 Maiden Lane, have put out a line of specialties which they undertake to protect the druggist in the handling of. Pharmacists who want to get full prices on their goods, and who want to handle a good line, should write the Holtin Chemical Co. for their special introductory offer.



Review of the Wholesale Drug Market.

It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.

NEW YORK, Sept. 23, 1899.

Condition of Trade.

TRADE has progressed very satisfactorily in the several departments during the past fortnight, and values are maintained with noticeable steadiness; in few cases only do the changes of prices show a decline, though purchases continue to be made largely with a view to filling current requirements only, and buying for speculative account is the exception rather than the rule. Quinine is again attracting some attention. Domestic manufacturers announced a reduction of 3 cents on the 12th inst., and prices have remained at the new range since, with the market more or less unsettled and generally weak. The break in silver bullion has caused a decline in the price of salt, and a reduction in manufacturers' quotations for nitrate is announced. Opium has remained quiet since our last, but holders evince no disposition to realize, and the market has a steadier undertone at an advance over previous quotations. While the demand for ergot has fallen off, the article is maintained in firm position, and holders are steady. No movement of particular note in other drugs has transpired since our last. The narcotic herbs continue scarce and firm, but the demand has somewhat subsided. In the heavy chemical market, the demand is above the average, and noticeable activity prevails. The chief fluctuations are tabulated and commented upon below, as follows:

HIGHER.	LOWER.
Opium.	Silver nitrate.
Cantharides.	Quinine.
Senna leaves.	Citric acid, Amer.
Oil of peppermint.	Quinine.
Belladonna leaves.	
Oil wintergreen.	
Ergot.	
Oil wormwood.	
Senega root.	
Sugar of lead.	

DRUGS.

Alcohol continues in satisfactory demand, about the usual trade volume being noticed at the established range of, say, \$2.44 to \$2.46, less the usual rebate. Wood is passing out into the channels of consumption for manufacturing purposes, and producers are firm at the range of 75c. for 95 per cent.

Aloin is firmer in sympathy with the crude material, though recent sales have been at the old range of 40c. to 45c.

Arnica flowers are held in firmer position in view of unfavorable crop re-

ports, and recent sales were at 8½c. to 9c.

Cantharides has appreciated in value since our last, and holders now ask 47c. to 48c. for Russian. Supplies are coming forward very slowly.

Cassia buds continue to offer at 25c. to 26c., the outside price being for desirable grades.

Chamomile flowers, German, experience a steady movement in a jobbing way at 20c. to 25c., as to quality and quantity; Roman held at 16c. to 18c.

Caffeine is in steady fair demand, with such sales as are passing at manufacturers' quotations, or, say, \$3.75 to \$4.00.

Cocaine is well sustained at the recent advance, and the indications are that values will go still higher. Now quoted \$5.25 to \$5.45, without offer.

Cuttlefish bone continues scarce and in demand, and holders of Trieste are firm in their views at 20c.

Colocynth apples continue to meet with satisfactory sale in a jobbing way, and holders do not shade 31c. to 35c. for Trieste as to quantity and quality, and 15c. to 17c. for Spanish.

Ergot is held at a further advance, and holders are less free to offer; German or Russian quoted 42c. to 45c. and Spanish 55c. The volume of business transacted at the advance was noticeably large, several sales of Spanish coming to the surface at 60c.

Eserine is higher and firmer in view of the increased cost of calabar bean, which is scarce; quoted \$15.00 to \$15.20.

Formaldehyde is finding a steady sale, and, as the supply is coming forward in ample amount to meet the demand values remain even, with 17c. to 17½c. the common quotation for bulk.

Manna does not improve in demand, and only small sales are making at the range of 45c. to 50c. for large flake, 23c. to 25c. for small, and 18c. to 20c. for sorts.

Morphine continues active, and the market is firmer though prices are as previously quoted.

Opium has continued dull since our last, and sales have been making only in a moderate jobbing way. There is, however, a firm undertone to the market, and holders evince no pressure to realize by making price concessions. The range of \$3.17½ to \$3.20 for single cases, according to quality and quantity, is now quoted, a slight appreciation in value over our previous quotation. For round lots less would be accepted, say \$3.15 to \$3.20. The price for powdered is \$4.10 to \$4.15.

Quinine has been unsettled and weak since our last, and the market is depressed. Quotations for the leading foreign brands were reduced 3c. yesterday; domestic manufacturers met the decline and announced a reduction of 2c., making the price for bulk 25c.

Shipments of alkaloid from Java continue heavy, and this variety of quinine will most likely be a determining factor in the very near future so far as prices are concerned. The next bark sale in Amsterdam occurs next Thursday, when it is expected that the average unit price will show a decline, an expectation that if realized will serve to further depress the market and send prices lower. Meanwhile we quote domestic in bulk at 25c.;

foreign, 25c.; German from second hands, 24c. to 25c., and Java, 24½c. to 25c.

Salicine values have advanced owing to a scarcity of bark and \$3.00 to \$3.20 is now asked.

Sugar of milk is in active demand, but scarce, manufacturers being behind on their orders; quoted, 10c. to 13c. as to quantity and quality.

Vanilla beans are maintained less firmly, though prices are as last quoted; Mexican, whole, \$11 to \$15; cut, \$9.25 to \$9.50, and Bourbon, \$4 to \$9.

DYESTUFFS.

Bichromate of potash is in steady and moderate request at 9½c. to 9¾c. for both domestic and foreign.

Cutch is in demand, but supplies are under good control, and 4½c. to 5½c. is quoted for bale; refined in cases is selling at 6c. to 10c.

Divi divi is without quotable change; sales are making at \$38.50 to \$45.

Gambier has sold in larger volumes at full previous prices. Inquiry for future shipment is withheld.

Indigo remains quiet, and we have no price fluctuations to report.

Nutgalls, Blue Aleppo, are slow of sale at 15c. to 16c.

Sumac is quoted firm on a basis of \$64 to \$65 for Sicily No. 1, and \$62 to \$64 for No. 2.

CHEMICALS.

Acetic acid is in steady, moderate demand at 1½c. to 1¾c.

Arsenic has not varied in the interval, white being quoted at 4½c. to 4¾c., and red Saxony 8c. to 8½c.

Bicarbonate of soda, English, continues to find sale in a jobbing way at \$1.37½ to \$1.75; American remains quiet at \$1.12½ to \$1.37½.

Blue vitriol continues to offer at 5½c. to 6c.; the continued higher price of metal influences a higher range for the salt.

Cream tartar is selling in fair volume from manufacturers, whose prices are well sustained at the range of 23½c. to 24c.

Chlorate of potash continues in good demand for manufacturing purposes; quoted 9½c. to 9¾c. for crystals, and 10½c. to 10¾c. for powdered.

Oxalic acid is freely offered, and sales are making at 5½c. to 6½c.

Quicksilver continues to pass out freely into channels of consumption, and the tone of the market is firm at 63c. to 64c. as to quantity.

Tartaric acid is reported dull in some quarters, but there is no disposition shown to accept orders at less than 31½c. to 32c. for crystals, and 32c. to 32½c. for powdered.

ESSENTIAL OILS.

Aniseed continues to offer at \$1.50 to \$1.52½, with about the usual season's trade.

Camphor is higher, in line with our prediction, and 7c. to 8c. is now the quoted figure.

Cloves are noticeably firm, in line with the higher prices prevailing for the bud. The demand from consumers continues active, but prices remain at the old range of 52½c. to 55c.

Peppermint continues held in firm position by the unfavorable crop reports received from the producing districts. Reports are that the present crop is not anything like as large as it was last year. For Western, in tins, 90c. to 95c. is asked; New York State, 90c. to \$1; in cases, \$1.10 to \$1.20.

Sassafras continues in firm position at a slight advance over previous quotations, or say 34c. to 35c. as to quantity.

Saffrol quotations have advanced to 35c. to 37c., in line with similar preparations of sassafras.

Wormwood has been in active demand; this, coupled with a scarcity of spot supplies and a short crop, has sent prices up to \$2 per pound. The quotations for the goods offered range from \$6 to \$6.25.

GUMS.

Aloes, Curacao, has met with increased attention, and a firm feeling prevails with 4½c. to 4¾c. now quoted, according to quantity and holder.

The movement in other druggists' gums has been light, but a steady feeling prevails and prices generally are well maintained.

ROOTS.

Aconite, alkanet and arnica are quiet at unchanged prices.

Belladonna, German, is reported selling in a moderate jobbing way at 9c. to 12c.

Dandelion is held at 9c. to 9½c. with, however, only a moderate inquiry.

Gentian is quiet, but the price is maintained at 3¼c. to 4½c.

Ipecac is quiet but firm, and \$3.67½ to \$3.87½ is wanted by holders.

Jalap is steady, with sales within the range of 13c. to 14c.

Senega may be obtained in a jobbing way at 36c.

SEEDS.

Anise is held at previous prices, but only small lots are changing hands.

Canary, Smyrna, is dull at 3c. to 3½c.

Celery is quiet but steady. Reports from producing centres last week indicated an advance, which was followed here in one or two instances, but the market has reacted, and 6¼c. to 6½c. is the quotation.

Coriander is without special change; quoted, 3c. to 3½c.

Mustard, California yellow, is in fairly active jobbing demand, and values are firmer at 5c. to 5½c.

In other seeds there is little doing outside of jobbing transactions.

Hints To Buyers.

Murine is an eye remedy which has been very warmly recommended in a wide variety of diseases. It is made by the Murine Company, 1023 Masonic Temple, Chicago, who will be pleased to send full particulars regarding the drug and its use.

Rosengarten & Sons, Philadelphia, and 12 Gold street, New York, have the

prestige of 77 years of experience as manufacturing chemists. During this time they have built up a most enviable reputation upon their line of chemicals, their bismuth subnitrate being particularly popular with careful buyers. Pharmacists who want a specially white and bulky bismuth should investigate the merits of Rosengarten's.

Sample sets of the A A A Camel's Hair Pencils and other grades are offered by the importer, Leopold Mayer, of 338 East Forty-ninth street, New York, at the gross rate. Druggists and jobbers who wish to examine a superior line of goods will do well to accept his offer made on another page. Original boxes of Mayer's "Flora" Talcum Powder will continue to be mailed as samples for ten cents to any druggist in the United States. It is sold to druggists only.

Clark & Coombs, makers of rings, 21 Eddy street, Providence, R. I., publish an interesting catalogue relating to all kinds of finger rings of gold and silver, such as are stocked by druggists in country districts. The catalogue contains a deal of technical information relating to the different varieties of plating, the meaning of karat marks, and tests, besides numerous full-page half-tone engravings of popular subjects. Copies can doubtless be had for the asking.

While in New York druggists should be sure to visit George E. Evans at 3 East Fourteenth street, and look over his fine and complete stock of fancy goods and druggists' sundries. On another page of this issue will be found a list of the agencies controlled by Mr. Evans, which include the output of some of the very best makers in Europe. If you should not be visiting New York this fall you would do well to write to Mr. Evans before closing up your orders for fall stock.

A very profitable field is offered to druggists in the handling of optical goods, but to do this successfully requires special knowledge. This knowledge the Northern Illinois College of Ophthalmology and Otology is prepared to impart by means of a correspondence course which is particularly arranged to suit the needs of the retail druggist. Write to George W. McFatrach, M. D., secretary, 1015 Masonic Temple, Chicago, Ill., for announcement, mentioning The American Druggist.

"Nothing but the best is good enough" is the principle that Frederick Stearns & Co. go on in making pharmaceutical products. Now that they have established a biologic laboratory for the manufacture of vaccine and the various serums, the drug trade may feel confident that these products will be of the same unsurpassable quality. They now offer glycerinated vaccine, and as there is going to be an unusually large demand for vaccine this year every druggist should read their ad on another page of this issue and see what they have to say.

How to Get a Copy.

Hundreds of thousands of people in all parts of the United States have read "A Message to Garcia." It is hoped that millions more will read it, and to further

this end a copy will be sent free, post paid, to any address in the world on receipt of a postage stamp of the issue of any country on the globe, by George H. Daniels, General Passenger Agent, New York Central & Hudson River Railroad, Grand Central Station, New York.

Where to Get Duroy Port.

It is well to bear in mind that the Duroy Port Wine can only be obtained in bulk from the makers, the Duroy & Haines Company, Sandusky, O., or from their agents, Morrisson, Plummer & Co., Chicago. Reference to this is made in their advertisement in the last issue of this journal. Druggists who have not heretofore handled this wine should write for samples, which Duroy & Haines Company will be pleased to furnish if a business card is enclosed when making the request.

Calendars for 1900.

In our advertising columns C. I. Hood & Co. make their annual offer of calendars to the retail trade. The conditions under which Hood's calendars can be obtained are not burdensome because of the ready sale for Hood's Sarsaparilla. Nearly every dealer in the country can purchase through his jobber one of the quantities named; in fact, most dealers will find it necessary to replenish their stock of Hood's Sarsaparilla during the time covered by the offer, which is nearly three months. A retailer can place his order now and his jobber will hold the goods until the calendars arrive, if desired. It seems to us that this is a fair and liberal proposition. We are informed that it is absolutely necessary to make some conditions for obtaining Hood's calendars, otherwise C. I. Hood & Co. could do nothing but make calendars during the entire year. If you are overstocked with Hood's Sarsaparilla we suggest that you drop C. I. Hood & Co. a line stating how much you have on hand and give the name of your jobber. We believe you will find them reasonable people. Now a word about calendars. There is no advertising matter so much in demand or kept so long in the house as calendars. There is nothing that will please your customers more than to hand them a beautiful calendar about Christmas time. Hood's calendars are always beautiful, and this year possess a "Stat-uette" feature which makes them peculiarly convenient. These calendars will be of more value than ever to you because your name and address will appear on each calendar that you receive, and we believe that it is for your interest to accept Hood's calendar offer.

The Best Liniment Made.

Wm. E. Wright, East Hampton, Conn., writes to the Lawrence-Williams Co., Cleveland, O., as follows: "I have used one bottle of your 'Gombault's Caustic Balsam,' and I think it is the best liniment that is made. Can I buy it any less by taking more than one bottle, as the express charge is no more on two or more than it is on one." The druggist can get this trade by stocking the goods. Write the Lawrence-Williams Co., Cleveland, for free advertising matter, mentioning this journal.

"The Stein-Vogeler Drug Review."

"The Stein-Vogeler Drug Review" for August has made its appearance. This is one of the best edited and most interesting periodicals issued by a wholesale drug house. The leading article in the August number is headed "Don't be a Chump," and constitutes a strong appeal for support for the National Association of Retail Druggists.

An Artistic Production.

Will Bradley has designed and the University Press, of Cambridge, has printed what is probably the most artistic catalogue ever gotten out in the soda water trade. The little pamphlet is not only artistic but instructive and suggestive, and our readers would do well to write at once for a copy to James W. Tufts, 278 Congress street, Boston, mentioning this journal.

Opening of the Philadelphia College.

On October 1 the Philadelphia College of Pharmacy will start up its new term, and the matriculations at this writing are greater than they were at the same time last year. It is the intention of the professors to make this session more attractive than ever before, and they will endeavor to turn out the best class the college has ever graduated. A departure has been made by the college in the shape of a new department under the direction of Prof. F. G. Ryan. This department has been instituted with a view to give the would-be druggist a better insight into business ways and methods, although it is purely optional with the student whether he takes it or not.

William E. Krewson, secretary of the Alumni Association of the Philadelphia College of Pharmacy, has been given charge of the reading room of the college. He will also have charge of the employment bureau, and will endeavor to secure positions for all who desire to work, and will be of service to the druggists in helping them out by selecting competent men to aid them. At the present time Mr. Krewson is at the college from 3 p. m. to 5 p. m. every day, and after the term opens he will be there daily from 9 a. m. to 5 p. m.

To Co-operate with the Retailer.

The Holtin Chemical Co., of 93 and 95 Maiden Lane, New York, have started out with a policy which is bound to make them popular with the retail drug trade of America. They manufacture Pir-so Tabloids and Dr. Holtin's Remedies. Instead of ignoring or antagonizing the druggists they propose to work hand in hand with them to their joint interests and advantage. They realize that "the laborer is worthy of his hire," and, as the druggist spends his time and money to distribute proprietary goods to the public, the Holtin Company think that he is entitled to share in the profits made in the manufacture of these articles, and, so far as their goods are concerned, they propose to give a profit to the retailer. Their plan is first to be sure that their remedies are in all respects meritorious, of which fact they are able to convince the most skeptical in the

trade. They intend to issue stock to the druggists who handle their goods, thus making the retailers joint owners with themselves in the company's business. They guarantee a dividend on this stock the first year. Besides this, they make an interesting proposition for local advertising, and offer certain donations and cash prizes to druggists in each State who sell the largest quantity of their goods. When one of these preparations is sold the druggist makes a specially good profit on account of certain donations which are made, but, in addition, he draws a dividend on the company's stock which he holds, and in this manner shares the benefits from the efforts of all the other druggists in the country.

The officers of the company are: M. E. Holtin, president; H. C. Holtin, treasurer; C. B. Frazier, general manager. These gentlemen are credited with being financially able to back up with money any proposition they may make.

Where Reliability Tells.

The pharmacist cannot exercise too much care regarding the quality of the bacteriological preparations which he may offer for sale to the medical profession. Of nothing is this more true than vaccine virus, the strength of which depends so greatly upon its purity, and its purity determining so much the quick healing of the primary sore. It is essential, therefore, to procure supplies of this kind from a source which guarantees its purity and freshness. The New England Vaccine Co., Chelsea Station, Boston, Mass., which is one of the oldest established concerns in the country, is conducted by Drs. Cutler and Frisbie, who stand high in the profession, and their product may be relied upon to do all that is expected of it by the physician.

Ready Sellers.

Red Clover continues to retain a great hold upon the public mind as a remedy for impurities of the blood, sick headache, dyspepsia, constipation, eczema, rheumatism and all other diseases arising from a disordered condition of the blood. Red Clover Blossoms, the fluid and solid preparations of the drug introduced by D. Needham's Sons, Chicago, afford, perhaps, the most convenient means of placing this remedy on sale, and they are ready sellers.

The Best Shooting.

The shooting in Iowa, Minnesota and South Dakota this year promises to be very good as the rainfall in all these States was abundant. The best localities for chicken and duck shooting are on the tributary to the lines of the Chicago, Milwaukee & St. Paul Railway. A copy of a recent publication issued by the passenger department of that road can be had on application to George H. Heafford, General Passenger Agent, Chicago, Ill., and enclosing three cents in stamps for postage.

The Study of Physiology in the Chicago College of Pharmacy.

The Chicago College of Pharmacy, the School of Pharmacy of the University of

Illinois, has introduced into its curriculum a course of lectures on physiology, and the trustees of the university, upon recommendation of the Faculty and Advisory Board of the School, have appointed Dr. H. H. Rogers, Ph.B., to conduct the course. Dr. Rogers is a graduate of the United States Naval Academy at Annapolis, of the Illinois Wesleyan University and of the Kentucky School of Medicine. To his many years of practice as a pharmacist and physician, the doctor unites wide experience in teaching. He has taught in the public schools of Illinois and at the Northwestern Military Academy. It is intended that the new course shall have a direct practical bearing upon pharmacy and materia medica, and it is believed that Dr. Rogers is just the man for the work.

A Busy Place.

One of the busiest places in Brooklyn is at Bristol, Myers Company's laboratories. A little over a year ago this firm purchased the premises at 277-279 Greene avenue, Brooklyn, and moved their entire plant from Syracuse, N. Y.

In fitting up their Brooklyn laboratories they did not expect in so short a time as a year to have to again enlarge their capacity, but the growing demand for their goods, and particularly for "Clinton Cascara Active," has necessitated their occupying the building at 92 Clifton place as a cascara department. They claim that the success of this preparation is due to two reasons: first, to its being stronger than any other palatable preparation of Cascara Sagrada, and second, to the fact that they do not sell department stores or aggressive cutters.

Humphreys!

If you haven't a cabinet of Humphreys' Specifics (including "77" for grip), the liberal terms and inducements they are offering will interest you. Write them a postal card for particulars and photograph of the cabinet. Humphreys' Homeo. Medicine Co., corner William and John streets, New York.

For Winter Tourists.

The attention of winter tourists is called to the superb service offered by the Southern Railway in connection with the Pennsylvania Railroad to Savannah, Brunswick, Augusta, Aiken, Jacksonville, St. Augustine, Tampa and Havana.

The New York and Florida Express, leaving New York daily at 2.55 p. m., with Pullman Buffet Drawing-room Sleeping Cars, runs through from New York to Augusta and to Savannah, Jacksonville and Tampa without change.

The United States Fast Mail, leaving New York at 12.10 a. m., has Pullman Drawing-room Sleeping Cars, New York to Jacksonville and Charlotte to Augusta.

The Southern's route is through the invigorating and picturesque mountains of Virginia and the Carolinas, making the trip between New York and Florida with only one night's travel. Connections are made at both Miami and Port Tampa with steamships for Havana.

Before deciding upon a route our readers should consult the nearest ticket agent regarding the Southern Railway service, or call at the General Eastern Office, 271 Broadway, New York City.

American Druggist

and Pharmaceutical Record.

"America's Leading Drug Journal."

Founded 1871

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We are not responsible for any money paid to agents. All communications should be addressed, and all remittances made payable to American Druggist Publishing Co., 62-68 West Broadway, New York.

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THE CINCINNATI MEETING.

THE eyes of the drug trade of the United States are turned anxiously toward Cincinnati. There at this time are gathered the representative business men in the retail drug business in the United States, earnestly bent upon solving some of the difficult commercial problems which confront the drug trade.

At this writing the full reports of the proceedings have not yet come to hand, and we are unable, therefore, to form any definite idea of what has been accomplished. One thing is certain—never at any time in the history of the drug trade has there been any movement which contained in it so many of the elements of success as are found in the movement of the National Association of Retail Druggists. Never has there been so calm, so firm and so well-ordered an effort directed toward the betterment of the condition of the retail drug trade of the entire United States as that which is being conducted by this Association.

May its labors meet with the abundant measure of success which they deserve, and may the unselfish devotion and untiring energy of the officers directing its affairs meet with universal recognition from the drug trade of the United States.

A detailed report of the proceedings of the Cincinnati meeting will be found elsewhere in these columns.

BROADEN THE STAMP TAX.

THE total receipts of the Treasury of the United States for the fiscal year ending July 1, 1899, amounted to \$273,484,582, a little over \$5,000,000 of which was derived from the stamp tax levied on articles enumerated in Schedule B of the war tax act. When one pauses to consider the fact that this means that practically one-fiftieth of the annual rev-

enues of our Government are thus paid by a group of industries representing in the aggregate not more than one-thousandth part of the total invested capital in the United States, the gross injustice of the workings of the law become readily apparent and need of some relief cannot but be realized.

The protection afforded by the courts to all copyrighted and patented articles, while in effect simply an extension of the recognition of property rights, is of a special nature, and the recipients of this protection should be perfectly willing to acknowledge the special character of the service rendered and to allow this acknowledgment to take the form of the imposition of a stamp tax. Manufacturers of proprietary medicines and toilet articles cheerfully acknowledge this obligation, but they most emphatically protest against being singled out for the discharge of obligations which are common to a very large class of manufacturers.

The manufacturers of chewing gum alone pay some \$300,000 to the Government revenues in the form of stamp tax annually, and, while this is a luxury and therefore fit subject for taxation, it is manifestly unfair for a business the amount of which at retail amounts to only \$7,500,000 annually to be taxed so large a sum, while other proprietary articles go scot free.

Another strong argument in favor of giving some sort of relief to the manufacturers of medicines and perfumery by broadening the application of the stamp tax lies in the fact that, from both medicine and perfumery, the Government received a very substantial income in the form of the internal revenue tax on alcohol.

The claim has been made that it would be inadvisable to tax foods, and, on the plea of maintaining food products at a low cost for the benefit of the public, the manufacturers of the thousand and one proprietary food products have succeeded in escaping the imposition of a stamp tax upon their goods. This plea on the face of it is an absurd one, for the class of food products upon which a stamp tax would have to be paid is one which is not pur-

chased at all, except by the well-to-do classes, who need no protection in the matter of prices upon their foods.

Furthermore, there is a very large line of proprietary articles put up in packages outside of food products proper, which could very well be called upon to share in the burden which has been imposed upon manufacturers of medicinal proprietary articles by the stamp tax.

The Department of Internal Revenue has signified its intention of asking for an extension of the stamp tax to include all proprietary trade-marked and patented medicinal preparations, whether compounded or uncompounded, and whether made abroad or in this country. Since the Department is moving to have a change made, it is highly desirable that every possible effort be put forth to induce Congress to so broaden the stamp tax as to take in all proprietary articles, whether medicinal in their character or not, with a corresponding reduction in the tax imposed. Such an extension of the law would do much to simplify its workings, which are now somewhat complicated by the necessity which arises for making a distinction between medicinal and non-medicinal articles.

SALE OF POISONS.

THE question of responsibility for damage consequent upon the dispensing of poisons is one of vital importance to the druggist, and it is only by constant care that one may hope to escape wholly from some trouble in this connection.

A case of much interest to the trade was recently concluded in Maine. It was a poisoning case, in which suit was brought against A. W. Miller, a druggist of Hartland, for an alleged mistake in compounding a prescription. Goodwin, who brought suit, claimed that over a year ago he went to Miller's store and called for sugar of milk. He was given sugar of lead, and he took the medicine home and gave it to his child. The child died in a few hours in terrible agony.

The druggist claimed that he did not make a mistake, but that his customer called for the sugar of lead, which was given him. The suit brought was for \$10,000. The jury found for defendant after one and a half hours' deliberation.

The decision in this case will be hailed with much pleasure by the drug trade generally, who but too often have been compelled to suffer in cases of this kind, though really wholly innocent.

The druggist is unfortunately a frequent mark for attempted blackmail. The very nature of his calling lays him open to attempts of this character, and the fact that a charge of this nature is brought against him is, whether proven

or disproven, so detrimental to his business interest that many druggists would rather submit to blackmail than to fight a case, however just their cause might be. While, so far as we are aware, there is no imputation of blackmail in the Maine case above cited, the circumstances are such that many druggists would, even though innocent, have paid substantial damages rather than have the matter go into court. We congratulate the defendant on winning his suit, and more particularly upon the fact that his firm attitude in the matter will be in the nature of an example for fellow-druggists similarly situated.

THE NAVAL PHARMACIST.

ON another page we present a full report of the banquet tendered by the pharmacists of New York City and vicinity to Alrik Hammar, pharmacist of Dewey's flagship "Olympia," on his return with the Admiral from Manila.

The occasion is one of more than usual significance and is unique in the history of pharmacy. While continuous and energetic efforts have been put forward for some years past to bring about a betterment in the status of the pharmacists of the United States service, this is the first occasion on which there has been any opportunity for celebrating the achievements of the committee having this matter in charge.

When the committee of the American Pharmaceutical Association, under the able chairmanship of Dr. Geo. F. Payne, of Atlanta, first began their efforts to improve the status of the military pharmacist, they found among the army hospital stewards a number of aliens and non-naturalized citizens. This practice of employing citizens of foreign countries has been discontinued, largely through the efforts of this committee.

There has been a slight increase in the salary of the hospital steward in the U. S. Marine Hospital Service, and he has been put upon the civil list, being kept there this year through the work of the committee in spite of very active efforts to remove him from that list; and the good will and good wishes of the Surgeon-General of the United States Marine Hospital Service have been obtained for the movement, and the prospects are bright for a still further improvement in the position of the pharmacist in the United States Hospital Service.

In the navy warrants have been obtained giving the rank and pay of warrant officers to twenty-five former apothecaries with the title of pharmacist. Apothecaries have been placed in line of promotion to warrant officers under the name of hospital steward, and both the

pharmacists and the hospital stewards have been given the right to retire after thirty years' service on three-quarters pay. Furthermore, the committee have been enabled to secure the active interest of the Surgeon-General of the navy, who speaks most encouragingly of the prospects of still further improvement in the status of the naval pharmacist.

In the army, unfortunately, the Surgeon-General has shown no disposition to countenance any change in existing conditions. It will be borne in mind, however, that Surgeon-General Sternberg was at the outset of the war ostentatiously opposed to the employment of women nurses, but that now we have a corps of several hundred women nurses presided over by the only woman who has ever held a commission in the United States army, Dr. Anita McGee, who draws the pay of a captain and is entitled to wear the shoulder straps of a first-lieutenant. In the face of a record of such a decided change on the part of Dr. Sternberg, so far as nurses are concerned, we feel that pharmacists need not despair of eventually securing his co-operation in their efforts to improve the medical supply service in the United States army.

Universal regret was expressed at the dinner that Dr. Payne could not be present to participate in a function which was in some sort a celebration of a victory due to his own energy, pertinacity and ability.

IS METHYL ALCOHOL POISONOUS?

A MOST interesting contribution to the still mooted question of the toxicity of wood alcohol is made by two suits which have recently been brought against the Van Vleet-Mansfield Drug Co., of Memphis, Tenn., for damages in the sum of \$40,000. The suits are based on the claim that two persons, now deceased, came to their death through taking internally wood alcohol, which had been erroneously labeled and shipped as cologne spirit to a retail dealer, from whom deceased purchased it. This action is of the deepest interest in view of the disposition of the Internal Revenue Department to ask for the imposition of a revenue tax on wood alcohol, on the ground that it is available for use as an intoxicating drink. The manufacturers of wood alcohol have strenuously insisted that their product is poisonous when taken internally, and they produce a number of recorded cases which give support to their assertion. Should the damage suits referred to ever come to trial, the question of the toxicity of methyl alcohol will probably be the crucial point and will probably be ruled on judicially.

Prize Essay.

Brief, bright essays on subjects of interest to pharmacists are invited for the Prize Essay Department of the "American Druggist." For every article printed, long or short, the "American Druggist" will fortnightly pay \$5.00.

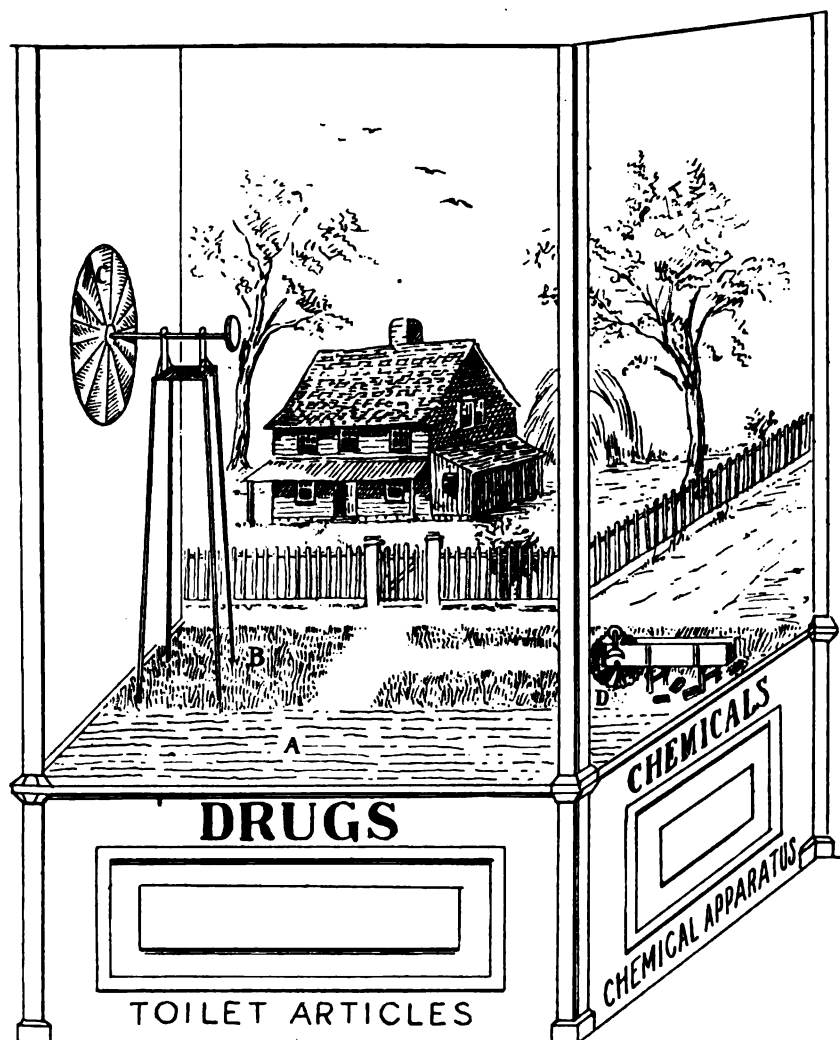
COMPETITIVE WINDOW DISPLAY.

BY GEO. E. BARKSDALE, PH.G.,
Richmond, Va.

A WINDOW display that attracted the greatest amount of attention this year for its mechanical features and novelty was a farmyard scene, the

and attached to an unused water-tap. Power was communicated by means of belts to a pulley on a mandril attached to another pulley beneath the floor of the window and with which the belt from the water-motor was attached. Sufficient power was obtained in this way to run the light machinery—windmill and saw-mill—shown in the foreground of the sketch.

The floor of the window at A is covered



MECHANICAL WINDOW DISPLAY.

invention of the writer. It was used first to advertise garden seeds, and later toothpicks and other goods, such as cattle powders, sheep dip, poultry food, infant foods, etc.

For the construction of the display a small turbine water wheel was rigged up

with fresh earth to represent a newly ploughed field, which has been put into condition for planting, and the work of planting is being done by several frogs (not shown in the cut); brownies might be used. A horse and plough complete the appearance of the field. A neat sign

announcing that seeds are sold might be displayed in one corner.

B is a grass plot made by dyeing excelsior green, while the gravel walk is made of clean, white sand. The windmill, C, is whittled out of wood and painted. The wheel is of paper and the pulley of wood, which is in turn attached to a pulley, not shown in the cut, which carries the motive power. D is a toy sawmill, where toothpicks are supposed to be made. A box of toothpicks emptied in the neighborhood of the saw completes the illusion. The saw is made of tin and the stand on which it is mounted can be easily fashioned out of a piece of wood with a jackknife. A sprinkling of sawdust and the sign "Making Toothpicks; price 5c. a thousand," completes the show.

The background of the display is a scene painted on ordinary muslin, sized with a mixture of prepared chalk and powdered gum arabic, equal parts, made into a creamy paste with water. The landscape is painted in water colors, and the whole stretched tightly on a frame at the back part of the window. It would be well to paint the sky a pale blue color all over, then use fluffy cotton to give cloud effects. The toys need not be kept constantly working. By setting them in motion several times a day at stated periods the interest in the show is better maintained. This display proved a great attraction and the crowd about the window was frequently three or four deep.

Miscellaneous Formulas.

DUSTING POWDER FOR PERSPIRING FEET.

	Parts.
Formaldehyde solution	1
Thymol	1-10
Zinc oxide	35
Powdered starch	65

Cements.

FOR MENDING KEROSENE LAMPS.

Caustic soda	1 dr.
Resin	3 drs.
Water	5 drs.
Plaster Paris	4 drs.

Boil the soda, resin and water together until homogeneous, then add the plaster.

AQUARIUM CEMENT.

Gutta percha, in shreds.....	4 ozs.
Black pitch	8 ozs.
Shellac	2 drs.

Melt in an iron ladle on a sand-bath and stir together. Pour out on a wet slab and roll into sticks.

FOR IRON.

Gum shellac	1 oz.
Aqua ammonia	10 ozs.

Macerate ten days.

GUTTA PERCHA CEMENTS.

Gutta percha	10
Benzine	100

Dissolve and pour into a bottle containing

Linseed oil varnish.....	100
--------------------------	-----

Shake well.

Carbon disulphide	10
Oil of turpentine	1

Dissolve in this sufficient gutta percha to form a paste.

Finely chopped rubber	100
Resin	15
Shellac	10

Dissolve in bisulphide of carbon.

PILULÆ PODOPHYLLI "SQUIBB."

Res. podophylli	1/2 gr.
Ext. belladonnae alcohol.....	1/4 gr.
Capsici pulv.....	1 gr.
Sacchari lactis.....	1 gr.

Mix. One pill.

THE EXPERIENCES OF A NAVAL PHARMACIST.*

BY FREDERICK T. GORDON,

Hospital Steward, U. S. N.

According to the wording of the toast I am to relate some of the experiences which befall us sailor pharmacists on the briny deep. When it comes right down to "experiences" I am sure that if our friend, Mr. Hammar, will relate to us his experiences on that May day when he and Dewey made history and material for the newspaper correspondents it will prove by far the most interesting thing that any member of our corps can tell. If you gentlemen will allow me to ramble along for a while I will endeavor to dig up a few of the experiences that have come my way, but first I am going to take advantage of this opportunity of having so many druggists together at one time to unburden my soul of a long-festering trouble. I have been asked many and many a time by certain druggists ashore "What in the world do you naval pharmacists do to pass away your time and earn your pay?" and I am going to tell you folks and trust to your good nature to get together and ask Congress to raise our pay so that we will have a little more to do to spend all of it!

In times of peace it takes most of our time to figure out how we stand at the paymaster's after drawing small stores and paying our mess bills. In war times we are kept busy dodging shot and shell and hunting up a safe place for our thermometers. We naval "pill-rollers" don't have to sell stamps and tend to a telephone, nor do we keep a directory, although we might as well, for every man jack aboard a war vessel always comes to the apothecary to get an answer to every possible and impossible question that may arise in the course of events. Right here let me tell you gentlemen that this is the hardest job we apothecaries have. Just about the time we have managed to escape on deck for a smoke some poor, unfortunate sailor buttonholes us and pours his tale of woe into our ears, and wants an opinion right then and there if it is possible for a man to eat salt horse with such a complication of diseases as he possesses. And if we don't sympathize we are called a "darned old stiff!"

I will not try to deceive you, gentlemen. We don't have so very much to do; any three ordinary men could accomplish it easily, still it happens that we long for furloughs where the wicked cease to trouble us at 2 a. m. with toothache, and the weary D. I.'s are at rest far away from our doors, and howl not for Squibb's Mixture and sleeping draughts! My naval friends will appreciate the allusion to Squibb's Mixture, for when a true-born sated-down Jack Tar starts out to get drunk anything from Worcestershire sauce to red ink and lemon extract fills the bill, and Squibb's Mixture, by reason of its fiery taste, is a favorite "soberer-up." Once upon a time I used to keep a bottle of that remedy in my sick bay for emergency needs at night. To my surprise I found that the Squibb's was rapidly disappearing from the bottle; somehow I could never keep any in it.

*Delivered at the banquet given by the druggists of Greater New York to Pharmacist Alrik Hammar, U. S. Navy, September 30, 1899, in answer to the toast, "The Experiences of a Naval Pharmacist."

One day I came into the sick bay rather unexpectedly and caught an old blue-jacket in the act of draining a two-ounce glass of it down his throat, neat at that! I didn't say a word, but sneaked out and waited for him to go; then I came back and put about three ounces of fluid extract of ipecac in the bottle and waited. About 10 o'clock that night I was called up out of my bunk to see a man who had been poisoned by raw tomatoes. It was my friend of the morning. I explained matters to the doctor, and he got out the stomach pump and completed the job. My bottle of Squibb's kept full after that.

The Work of the Naval Pharmacist.

Now for the question again, "What do we do?" We generally start the day by getting up at six bells, corresponding to 7 o'clock ashore, not altogether because we believe in early rising but largely because our mess has breakfast at 7.30, and the man who comes late gets left! Breakfast done, we go up on deck for a smoke until eight bells; that is, we start up, for now it is the time of day when the liberty man comes from ashore, and there is pretty sure to be somebody in need of something. At "turn to," which means that all hands turn to cleaning up the ship, we go below and see that our baymen, as the nurses are called on ship, clean up the sick bay properly and attend to their other duties. Incidentally we take temperatures of patients, make ready the morning sick reports, lay out all of the instruments and dressings likely to be needed for the morning clinic, get our medicines ready and prepare the "rough journal" for the surgeon by entering in it a record of all medicines issued during the last 24 hours, all temperatures, respiration charts, reports of urine analyses and such other cheerful matters. Then we attend to about nineteen other things, and by this time the bugler blows "sick call."

As the weird, mournful notes of the bugle call sound through the ship, "just like taking a dose of oil," as one jackey put it, by ones and twos the men who are sick, or think they are sick, come straggling down to the sick bay door and fall to comparing notes as to their diseases. Then our bayman, if he is a skillful soul, will line up the mob and by a judicious word or two scare away the "sick beats" by hinting that the doctor is "dead onto them" and that he is going to give them a dose of salts all around. A judicious bayman is one of those blessings which a kind Providence sometimes lets escape from Paradise, and with one such to aid him the naval pharmacist can do battle against a whole shipload of cranks and "sick beats!" I once had a bayman who was an amateur hypnotist; until he fell by the wayside from a too free indulgence of shellac punch he was a thing of joy to me.

That fellow could take a prospective patient aside and in two minutes convince him that there was nothing in the world the matter with him. If the case was obdurate he would propose a game of "seven up" to see whether or no the doctor should be called up, and if he won, as he mostly did, being an expert, he would give the man a dose of something or other for luck and send him away. This man, by the way, had the simplest and best method of treatment I have ever seen. Very often he would be left alone aboard ship, the doctor and I being ashore; then, if a sick man came

down at night to trouble him he would take a tape line and put it around his patient's waist. If the pain was above the line the man got a dose of cough mixture; if below the line he got a dose of salts!

"Sick Beats."

At sick call we stand around to take down notes of whatever medicine or treatment the surgeon orders, and also help out in whatever minor operations may be performed. One by one the waiting throng passes in, and each man is examined. The very sick are put on the sick list and the rest are prescribed for according to circumstances, everyone coming to the bar of justice and having the one possible fact sifted out of the mass of complainings he makes. On shipboard we have to be a great deal more particular in spotting the cranks and "sick beats" than you gentlemen ashore need do. Ashore the druggist can always manage to charge at least a quarter for some kind of a cure; at sea we have to enter the man's name on our reports about nine or ten times, and then try every drug in our dispensary until we find something that will make them really sick! An account of the devices of the weary sailor who seeks a rest from toil by entry on the sick list would fill a book. I have known men to get up a very fair imitation of an epileptic fit by chewing a piece of soap to simulate the frothing while they writhed on deck; to swallow a chunk of navy plug tobacco to make themselves sick (it works, too), to rub salt-water soap on their legs to get up an eruption; all simply to get out of work! These are extraordinary cases. The average "beat" confining his talents to simulating some obscure pain or ailment, and we are often put on our mettle to get at the real facts of a case. It seems pretty hard to look upon every man who comes down to "get on the sick list" as an impostor, but sad experience forces us to just such a conclusion, and it is easy to pick out a really sick man at first sight. When the Surgeon-General put the thermo-cautery on the supply list of our medical outfits he did more to reduce the average loss from sickness than any one act ever did before, for one application of the hot iron is generally enough to cure the most obstinate case of malingering. I remember one case in particular, when we had a patient who suffered long from a mysterious pain along the spine. Every method of treatment failed until one fine morning the surgeon thought of applying the cautery to the fellow's back. The instrument was brought out in front of the patient, and he was allowed to see the iron get white hot before his eyes; then he was made to turn over on his belly and the surgeon came over to his cot with the hissing thing and told me to pull up the fellow's shirt so that he could apply it to his back. I pulled up the shirt, and at a sign from the doctor let a few drops of hot water fall on the bare skin. There was a whoop and a yell, and the hopeless case rose up and fled, shouting bloody murder all over the ship. The doctor let him run, contenting himself with a hint of the state of affairs to the officer of the deck, who had come down to see who was being murdered. Next morning the man reported himself as well, and thereafter every "beat" had a deep awe in his heart.

"Reports."

I made some reference to "reports" a moment or so ago. If you will permit me I will devote a few words to these snares for the unwary that I may add one more "experience" to my recital, for the first time the newly appointed naval pharmacist tackles these things he gets an experience that lasts him to his grave. These reports are many and varied. They, however, possess one feature in common—they are all extremely long and intricate, and require the combined talents of a skillful bookkeeper and expert mathematician to make them out properly. The average size is about two feet long by one and a half wide, both sides blank for entries; but we also have some which come in book form and have from ten to fifteen pages. If there is anything left out in their make-up as to details I want to know it at once. The entries go into every detail of the affairs of the medical department of the vessel and give the history of every case of sickness. About the only possible data that is not called for is the number of times the poor apothecary is broken out at night to dose his patients! Some surgeons insist on making out these papers themselves. Then are our days full of tribulation, for we have to hunt up many things. Usually we make them out unmolested, the surgeon earning his pay by signing them after all is done.

No Elegant Pharmacy on Shipboard.

The real work of the day, for us, comes after sick call; then we have to hustle. All prescriptions must be prepared and the morning doses dispensed, and in our hurry we don't bother to put our medicines up in cachets and fancy elixirs either. Salts is salts, and it goes out "straight;" quinine is given out in solution when our pills are gone, and castor oil is not floated on foaming soda water! During the morning hours all wounds and operative cases must be dressed, poultices made, baths given, operations performed, prescriptions dispensed, and so forth and so forth. And, be it understood, seldom indeed is the naval pharmacist instructed beforehand as to dressing wounds, putting on bandages, and such like. We are told to "go and do it," and it is taken for granted that the heaven-born instinct which gives our craft wisdom to guess out prescriptions will do the rest. Generally it does. Druggists know pretty much everything anyhow, but sometimes there are doleful failures. I have known a clinical thermometer, the kind which registers up to 110° Fahr., to be carefully boiled to disinfect it, with complete success as to disinfection but with disastrous results as to the thermometer.

Drills.

When the duties attendant on sick call are over, lest we grow fat in idleness and get too stout to fit in the narrow bunks provided for our slumbers, a wise and beneficent Navy Department has decreed that the pharmacists must take part in divers drills. In battalion drill we rig ourselves up with knapsack, haversack, canteen and medical emergency bag, put on our leggings and then look around to see if our "ambulance corps" (two coal passers, a bayman and a Chinese cook) are similarly arrayed, and that they have flags, stretchers and medical chests. If all is well we and our staff go on deck

and stand around at the tail end of the battalion until inspection is over, and then we march around deck a few times and get dismissed just early enough to get down to our mess table and find the best part of the dinner appropriated. A drill called "arm and away boats" makes us drag a fifty-pound medicine chest up from our storeroom in the hold to the spar deck, and then to climb down a rope ladder into a small boat tossing around below us. Once in it we go sailing for a while.

Clear Ship for Action.

At "abandon ship" we lug up the same box and also stay down in the hot, stuffy storeroom until the boat keepers see fit to come down and get the emergency boxes for their boats. When free we go upon deck and clamber down into our boat. There we are assigned to a seat on the edge of a gunwale, where the salt waves rise up and wet the seat of our trousers. We pose there while the crew pull around the ship a few times until the omnipotent "First Luff" is satisfied that all is well and that if we really were compelled to abandon the ship in her boats half of her crew would have to swim ashore or get out and walk.

There is a cruel torment known as "Clear ship for action," and "General Quarters" follows it. Now when you mean business in this function it is very interesting, as Mr. Hammar can perhaps tell us in regard to the morning he "cleared ship for action" just outside Manila Bay, but after doing it once a week for several months it grows wearisome. Our share in making a battleship ready for fighting consists of an effort to convert the sick bay into a modern operating room, which we would never enter during an action. We lay our instruments, dressings, and so forth, and rig up operating tables, so that when the skipper comes around on his tour of inspection we will have a pretty good bluff to merit his approval. I will pass by "night quarters" and "collision drill" very willingly. They are too harrowing in their capabilities for discomfort to dwell on on such a festive occasion. If any of you gentlemen ever had seven burglar alarms, a fire across the street and a first-class riot under your window to happen all together at midnight, with a small earthquake and an explosion of sewer gas in the cellar thrown in, then you can possibly imagine the state of affairs at such a time, coming, as it does, in the dead of night when the gentle apothecary is sweetly dreaming. No matter how often we have gone through with the experience before, it generally scares us half to death before we get awake, and then we have to rush around in the dim light of the battle lanterns at the risk of knocking the little sense we have out of our heads by contact with some unseen obstacle.

But do not think for a moment, gentlemen, that we do not have some little time for ourselves. We do. Very often there comes a lull in the usual grind, and then we sailor druggists loaf around decks with an air of haughtiness and a smile of blissful content which sadly belies the fear we have deep down in our hearts that in about five minutes we will be sent for in a rush to attend some fireman who has been overcome by the intense heat of the fire-room. Speaking of firemen, I have often wondered why it was that these men invariably choose the night watches to

"play out." Just about the time we have managed to drop off to sleep in our close little dispensary, where the heat at sea is awful and the air thick enough to be cut with a knife, a bang comes at our door and we are told that some poor devil has been overcome by the heat, and out we have to go and get into a mess of dirt, coal dust and water. For the same reason, I suppose, toothache always comes at night also, and the bluejacket selects the hour of 2 a. m. to have his cholera morbus. However, we get used to all this in time, and then it doesn't bother us much.

The Victim of Jokes.

There is one feature of life afloat that may perhaps interest our fellows ashore. It is the peculiar notion held by the blue-jackets regarding the innocence and unsuspecting character of every naval pharmacist. If there is a joke to be played on anyone the poor apothecary is the chosen victim. If there is any old tale to be told to the marines it is first tried on us.

Let me tell you of one such happening, and then you can draw your own conclusions as to the depravity of the sailor heart when we are to be made the victims of some diabolical plot. Once upon a time there was a newly appointed apothecary on a warship. He was very innocent of guile and very green. He came to his ship some time after she had been in commission, and his messmates soon sized up his trusting nature and resolved to profit thereby. So together they laid a scheme of action, and each man had his little part to play. One fine morning, just after six bells had struck, the pay yeoman knocked at the door of the dispensary and called out to the half-awakened apothecary, who was rubbing the sleep out of his eyes preparatory to getting up, that he wanted to see him very particularly. "Doc," he said (all apothecaries are called "Doc" regardless of previous condition or calling) "the boys sent me to you to give you a little warning. We don't want to see a member of our mess get into trouble, so I want to tell you this privately before the thing gets around. It has always been the custom on this ship for the members of our mess—we are all chief petty officers, you know—to get two ounces of whisky from the apothecary at six bells, and as you haven't called us over yet the boys think that maybe you don't know the order. Now, as you are a new man, we won't report you if you will see that this doesn't happen again. I said to them that I would slip down and tell you before the Captain got hold of it." "Why in the world didn't you tell me about this before, Jones?" stammered the apothecary. "Of course I want to obey the orders, but this is the first I have heard of it. Will you have your two ounces now? Please tell the fellows to come around as soon as they can." Trying to conceal a broad grin at the success of his little scheme, Jones took the proffered liquor and downed it. Then he went on deck to tell the rest of the mess of the complete success of their game.

The Bitten Bitten.

The scheme worked beautifully for a month or so. The apothecary felt very grateful to his messmates for saving him from the penalties of disobeying orders, and the men came down regularly every morning to get their "allowance" as per

the "Captain's orders." One day the surgeon of the ship sent for the apothecary and told him to bring him a bottle of whisky. The apothecary, who had long since used up the whisky in his storeroom and had just emptied the last bottle of brandy this morning, told him that all of it was gone. "What!" cried the surgeon, almost fainting in astonishment, "No whisky! Why, man, there were forty bottles of it in the storeroom a month ago, and you mean to tell me that it's all gone?" "Yes, sir," answered the apothecary, unconscious of wrong. "It gave out some time ago, and I have had to use brandy in its place." "Whisky gone and you had to use brandy in its place," gasped the surgeon. "Who gave you orders to give out whisky? What do you mean, sir?" Then the whole thing came out, the fabled order of the Captain that he must issue two ounces of whisky to the chief petty officers every morning was told, and the apothecary waited in grieved surprise for the surgeon's explanation of his ignorance of this order. Luckily the surgeon was a jolly old fellow, and when he fully grasped the joke that had been played on his assistant he roared with laughter. "Never mind, my boy," he said soothingly to the almost heart-broken apothecary, who was overwhelmed with shame because of his sad mistake, "don't let this worry you. I don't blame you a bit. You couldn't be supposed to know any better. I'll not report this, but you'll have to get square with those damned rascals. You go to them and say that I have found out their little game, and if they don't dig up enough money all around to replace that liquor I will report them to the Captain. I'll go ashore and buy it and we'll say no more about it."

And the apothecary followed his advice to the letter. He addressed the mess at dinner that day and declared himself, announcing his purpose to lick every man of them who did not put up \$10 as his tax for the liquor they had enjoyed. There was some grumbling and a few bluffs made, but the apothecary was firm and he got his \$10, too, from every man of them. From that time on he was the most respected person in the mess. Even his chief tormentor ceased to quote that slander of Shakespeare on our craft relative to the "long, lank, lean and hungry-looking apothecary." When I confess to you, gentlemen, that I was that poor, deluded apothecary you can sympathize with me, particularly as to the Shakespearean allusion. It fits too closely to be comfortable.

You must not think from my recital of our woes and "experiences" that we naval pharmacists look upon ourselves as martyrs. We are proud of our calling and proud of the uniform we wear, with all its traditions and all its meanings. And I hope that you will agree with me that we may be justly proud of the part which our little corps played in our late war with Spain; but, gentlemen, we only did our duty as best we knew how, doing what fell to our part with cheerfulness and devotion. From to-night on we will count one new honor on the long list of unselfish deeds and praises won by our predecessors, the old-time apothecaries. It is the unprecedented honor which the druggists of Greater New York have bestowed this night on our gallant comrade and distinguished representative, Pharmacist Alrik Hammar, United States

Navy, "Dewey's apothecary" in that great sea fight which brought glory to our nation and added one more to the galaxy of States over which the Stars and Stripes shall wave forever!

I propose three cheers for Dewey's Hammar, and when that is given, brother pharmacists of the Army and Navy, let us give three cheers more for the druggists of Greater New York, the men who are making our labors lighter by their sympathy and co-operation.

Hyoscyamus and Its Alkaloids.

One of the latest numbers of the "Agricultural Ledger" contains a useful collation of available information, most of it recently brought to light, on Indian henbane. The pamphlet professedly deals with the use of this plant as an intoxicant in Sind, but it does not confine itself to this subject. It first deals with the application of the name Banj, an Arabic corruption of Bang, which was in olden times used to designate henbane, and is now employed to mean the dried leaves of Indian hemp. The observations of Dr. Stocks and Rear-Admiral Blomfield on Hyoscyamus muticus are noted. The latter says the natives around Mex call it "sakarān," which means "drunken." The commissioner of Sind says that Beluchis, who uses the H. muticus as an intoxicant, dry the leaves and flowers and smoke the mixture; but it is very powerful, and makes them positively mad. It grows wild about the Khirtar Mountains, where it flowers in March. A supply of the plant was sent to the Imperial Institute, and Professor Dunstan's report on this has already appeared in print. It will be remembered that he found no other mydriatic alkaloid in the plant besides hyoscyamine, which he discovered to exist to the extent of 1 per cent (stem and leaf). Dr. J. Gadamer, however, has since found 1.34 per cent in the seed capsules and seeds, 1.893 per cent in the leaves, .569 per cent in the stems, and .77 per cent in the root. He left over for further research whether any other alkaloid was present. Both the papers (Dunstan's and Gadamer's) are given fully in this pamphlet, and there are one or two other references that make the book a useful summary and key to the literature of Hyoscyamus.—British and Colonial Druggist.

Examinations.

Prof. Scoville, in a paper read before the American Pharmaceutical Association, points out the disadvantage of examination as a test of a candidate's fitness. He draws attention to Dr. Crichton Brown's words that a point may be reached in the examination of druggists which may conduce to dullness rather than alacrity of thought, and offers suggestions for improving pharmaceutical examinations. He advises the judicious use of text-books in the examination room, and examination in manual dexterity rather than pure laboratory work. Attention to the personal element he considers of prime importance.

PILULAE ALOES ET FERRI.

Aloes	1	gr.
Ferri sulph. exsic.	1	gr.
Pulveris aromatici	1	gr.
Strychninae acetat	1-30	gr.
Confec. rosae, q. s.		

Mix. One pill.

Gathered Formulas.

Formulary of the New York Polyclinic.

Hypodermic Solutions.

(Continued from page 165.)

INJECTIO ERGOTINAE HYPODERMICA.

Ext. ergotae (U. S. 1880).....100 grs.
Aqueae camph., q. s. ad.....10 mms.

Mix. Dose, 5 mms. to 10 mms.

INJECTIO MORPHINAE HYPODERMICA (MAJENDI).

Morph. sulph.....16 grs.
Acidi salicylici.....1/4 gr.
Aqueae destillatae, q. s. ad.....1 fl. oz.

Mix. Dose, 5 mms. to 15 mms.

INJECTIO PILOCARPIN. HYPODERMICA.

Pilocarpin hydrochloratis2 grs.
Aqueae destillatae100 mms.

Mix. 1 mm. to 15 mms.

INJECTIO QUININAE HYPODERMICA, "SELZER."

Quin. sulphatis20 grs.
Acidi lactici, q. s.
Aqueae destillatae, q. s. ad.....100 mms.

Mix. 5 minims contain 1 grain quinine.

Mixtures for External or Topical Application.

NASAL DOUCHE No. 1.

Sodii bicarbonatis.....2 drs.
Acidi carbolici38 mms.
Glycerini4 fl. drs.
Aqueae q. s. ad.....4 fl. ozs.

DOBEL'S SOLUTION.

Acidi carbolici50 mms.
Sodii boratis.....2 drs.
Sodii bicarbonatis2 drs.
Glycerini200 mms.
Aqueae q. s. ad.....16 fl. ozs.

GARGARISMA.

Aluminis exsic1 dr.
Sodii boratis1 dr.
Glycerini1 fl. oz.
Aqueae q. s. ad.....8 fl. ozs.

GLYCERITUM ACIDI TANNICI.

Acid. tannici1 oz.
Glycerini3 ozs.

Dissolve.

THROAT SPRAY.

Potass. chloratis15 grs.
Liq. ferri chlor.....30 mms.
Glycerini2 fl. drs.
Aqueae q. s. ad.....4 fl. ozs.

Dissolve.

THYMOL SPRAY.

Thymolis2 grs.
Alcoholis4 fl. drs.
Glycerini4 fl. drs.

EUCALYPTOL SPRAY.

Eucalyptol1 fl. dr.
Alboleni liq.....3 fl. ozs.

MENTHOL ET ABOLENE.

Menthol1 dr.
Liq. abolene2 ozs.

Mix.

INHALATION.

I.

Tinct. benz. co.
Inhalation. Teaspoonful to a cup of boiling hot water.

INHALATION.

II.

Creasoti80 mms.
Magnes. carb.....40 grs.
Aqueae q. s. ad.....1 fl. oz.

Mix. Inhalation.

"INHALATION SPECIAL."

Olei pini sylvestri.....30 mms.
Tinct. benz. comp.....30 mms.
Tinct. Iodi30 mms.
Acidi carbolici30 mms.
Alcoholis, q. s. ad.....4 fl. drs.

Mix. Inhalation, 10 or 15 drops to be added to a pint of boiling hot water, and inhaled.

"AGNEW'S SPRAY."

Acidi tannici 5 grs.
Sodii boratis 10 grs.
Glycerini 4 fl. drs.
Aque camphorae 1 fl. oz.

Dissolve and mix. Eye wash.

ALKALINE COLLYRIUM.

Sodii boratis 1 dr.
Aque camphorae 6 fl. ozs.

Dissolve. Eye wash.

A. C. B. COLLYRIUM.

Atropin. sulph. 1/4 gr.
Cocain. hydrochlor. 10 grs.
Acidi borici 15 grs.
Aque q. s. ad. 1 oz.

Dissolve. Eye drops.

**LIQUOR IODI CAUSTICUS,
"CHURCHILL."**

Iodi 1 dr.
Potass. iodidi 2 drs.
Aque 4 fl. drs.

Dissolve. External use.

LINIMENTUM BELLADONNAE.

Ext. belladonnae fld. 4 fl. drs.
Tinct. aconiti 4 fl. drs.
Chloroformi 1 fl. oz.
Lin. saponis co., q. s. ad. 4 fl. ozs.

LOTIO PLUMBI ET OPII.

Liq. plumbi subacet. dil. 1 fl. oz.
Tinc. opii 4 fl. drs.
Aq. dest. 1 pint

LINIM. CHLOROFORMI.

Camphorae 1 oz.
Chloroformi 5 ozs.
Petrolati, q. s. ad. 10 fl. ozs.

Dissolve and mix. External use.

LINIM. CHLOROFORMI CO.

Tinct. capsici 6 drops
Tinct. opii 2 fl. drs.
Olei terebinth. 3 fl. drs.
Linim. chlorof., q. s. ad. 6 fl. ozs.

Mix. External use.

TINCTURA SAPONIS CO.

Saponis viridis,
Olei cadini,
Alcoholis, aa 1 oz.

Mix. External use.

OLEUM SALICYLATUM.

Acidi salicylici 24 grs.
Olei ricini, q. s. ad. 2 ozs.

Dissolve.

OLEUM ANTIPRURITICUM.

Acidi carbol 1 fl. dr.
Liquor. potass. 1 fl. dr.
Olei lini, q. s. ad. 1 fl. oz.
Olei gaulth., q. s.

Mix. External use.

TINCTURA IODI "CHURCHILL."

Iodi 2 1/2 drs.
Potassii iodidi 4 ozs.
Alcoholis 13 fl. ozs.
Aque 3 fl. ozs.

Dissolve.

**TINCTURA IODI COMPOSITA (U. S. Ph.
1870.)**

Iodi 240 grs.
Potassii iodidi 490 grs.
Alcoholis 16 fl. ozs.

Dissolve.

LIQUOR ACIDI BORICI ALCOHOLIC.

Acidi borici 10 grs.
Alcohol 4 drs.

Dissolve.

CHRYSAROBINATED TRAUMATICINE.

Chrysarobini 1 Part.
Liq. gutae. perchae. 10

Mix.

LIQUOR BORO-SALICYLICUS.

(Thiersch's Solution.) Parts.

Acidi salicylici 1
Acidi borici 6
Aque 500

Dissolve and filter.

**LINIMENTUM OPII CO. (CANADA LINI-
MENT.)**

Tinct. opii 1 fl. oz.
Spir. camphorae 1/4 fl. oz.
Alcoholis 1/4 fl. oz.
Olei menthae pip. 1/4 fl. oz.
Aque ammon. 1/4 fl. oz.
Olei terebinthinae.

Mix.

LIQUOR PICIS ALKALINUS.

Picis liquidae 4 drs.
Potassae 2 drs.
Aque q. s. ad. 10 drs.

Dissolve.

LOTIO ALBA.

Zinci sulphatis 1 dr.
Potassii sulphuret 1 dr.
Aque q. s. ad. 4 fl. ozs.

Mix.

INJECTIO BISMUTHI.

Bismuthi subnit. 1/2 oz.
Glycerini 1 oz.
Aque q. s. ad. 4 fl. ozs.

INJECTIO ZINCI ACETATIS.

Zinci acetatis 16 grs.
Aque q. s. ad. 4 fl. ozs.

INJECTIO ZINCI ET ALUMINIS.

Zinci sulphatis 1 dr.
Aluminii sulphatis 1 1/3 oz.

Mix. One teaspoonful to pint of water.

INJECTIO ZINCI SULPHO-CARBOLATIS.

Zinci sulpho-carbolatis 12 grs.
Aque 3 ozs.

Dissolve.

INJECTIO POLYCLINIC.

Zinci sulphat 12 grs.
Liq. plumbi subacet. dil. 6 fl. ozs.

Dissolve.

Antiseptic Solutions.

SOLUTIONS OF CARBOLIC ACID:

1 in 20, and 1 in 40.

SOLUTION OF BORIC ACID:

1 in 25, or 4 per cent.

SOLUTION OF HYDROGEN PEROXIDE.

1 in 100.

**SOLUTIONS OF BICHLORIDE OF MER-
CURY.**

1 in (15 9-25 grs. to 1 pint) 500
1 in (7 17-25 grs. to 1 pint) 1,000
1 in (1 67-125 grs. to 1 pint) 5,000
1 in (12-625 grs. to 1 pint) 400,000

SOLUTION OF ALUMINUM ACETATE.

Aluminis 5 Parts.
Plumbi acetat 25
Aque 500

Mix.

Ointments and Pastes.

PASTA LASSAR.

Amyli pulveris 2 drs.
Zinci oxidi 2 drs.
Acidi salicylici 7 1/4 grs.
Petrolati 1/2 oz.

PETROLATUM ACIDI BORICI.

Acidi borici pulveris 16 grs.
Petrolati 1 oz.

UNGUENTUM BRONSON.

Hydrargyri chloridi mitis 20 grs.
Hydrargyri ammoniati 40 grs.
Petrolati 1 oz.

**ALBOLENE ET HYDRARGYRI OXIDUM
FLAVUM.**

Hydrargyri oxidi flavi 4 grs.
Alboleni 1 oz.

Mix.

UNGUENTUM SULPHURIS CO.

Calcii carbonat precip. 2 Parts.
Sulphuris sublimati 3
Olei gadini 3
Saponis viridis 6
Adipis 6

UNGUENTUM BETA NAPHTHOL CO.

Beta naphthol 5 Parts.
Sulphuris precip. 20
Saponis viridis 10
Petrolati 10

UNG. BISMUTHI SUBIODIDI.

Bismuthi subiodidi 1 1/4 dr.
Balsami peru 10 mms.
Petrolati, q. s. ad. 1 oz.

UNG. AC. BORICI ET BISMUTHI.

Ac. borici 15 grs.
Bismuthi subnit 20 grs.
Ung. aq. rosae, q. s. ad. 1 oz.

UNG. CHRYSAROBINI.

Chrysarobini 1 dr.
Petrolati, q. s. ad. 1 oz.

UNG. IODOFORMI.

Iodoform 1 dr.
Petrolat 1 oz.

Powders.

PULVIS BISMUTHI CO.

Bismuthi subnitrat 10 grs.
Sodii bicarbonatis 20 grs.
Sacchari pulveris,
Acaciae pulveris,
Zingiberi pulveris, aa. 10 grs.

Mix. Dose, 1 teaspoonful.

PULVIS BISMUTHI ET PEPSINI.

Bismuthi subnitrat, part aeq.
Pepsini saccharati, part aeq.

Mix. Dose, one-half teaspoonful.

PULVIS IODOFORMI ET NAPHTHALINI.

Iodoformi 2 ozs.
Acidi borici 3 ozs.
Naphthalini 5 ozs.
Olei bergamii 2 drs.

PULVIS ZINCI ET AMYLI.

Zinc oxidi 1 Parts.
Amyli 3

PULV. TALCI COMP.

Camphorae 20 grs.
Talc 4 drs.
Zinci oxidi 4 drs.

PULV. S. S. S.

Sodii bicarb.,
Sodii borat.,
Sodii chlor., aa. 1 dr.

PULV. MAGNESIAE CO.

Pulv. zingib.,
Carbo ligni,
Magnesii carb.,
Calcii phosphat,
Sulph. sublimat, aa parts aeq.

P. CALOMEL ET BISMUTHI CO.

Hydrarg. chloridi mitis.,
Bismuth. subnit, aa. 2 drs.
Zinci oxidi 4 drs.

Pills.

ANTIBILIOUS PILL (HEINEMAN'S).

Massae hydrarg. 1 gr.
Podophylli 1/2 gr.
Physostigmin 1/16 gr.
Ext. colocynth. co. 1 gr.

Mix. One pill.

PIL. ANTIPERIODIC (HEINEMAN).

Quin. sulph. 1 gr.
Pulv. capsici 1/4 gr.
Pulv. Zingib. 1/2 gr.

Mix. One pill.

LAXATIVE PILL.

Aloes purif. 1 1/4 gr.
Ext. nucis vom. 1/4 gr.
Ext. bellad. 1/8 gr.

Mix. One pill.

BLAUD'S PILL.

Potassii carbonatis 2 1/4 grs.
Ferri sulphat. exsic. 2 1/2 grs.

Mix. One pill.

TRIPLE VALERIANATE PILL.

Zinci valerianatis 1 gr.
Ferri valerianatis 1 gr.
Quininae valerianatis 1 gr.

Mix. One pill.

(To be continued.)

GERMAN NATURALISTS MEET.

Seventy-first Annual Convention of the German Naturalists and Physicians.

SOME PAPERS AND DISCUSSIONS IN THE SECTION ON PHARMACY.

THE seventy-first annual convention of the Association of German Naturalists and Physicians was convened in the Royal Theatre, Munich, on September 18. Prince Ludwig Ferdinand von Bayer was present and spoke on behalf of the Prince Regent and the Grand Duke Karl Theodore. The first general address was delivered by Dr. Frithiof Nansen, who presented a very interesting collection of data concerning the scientific aspects of his polar explorations and was received with the warmest acclaim. In connection with the meeting an interesting exhibition of philosophical and medicinal apparatus and appliances was held in the technical high school. The attendance was unusually large, aggregating nearly 5,000 persons. We present below some abstracts of the more interesting papers read before the Section on Pharmacy and Pharmacognosy.

The Examination of Mercuric Cyanide Tablets.

BY DR. VON PIEVERLING,
Munich.

The author pointed out that on account of the fact that mercuric cyanide did not attack nickel-plated instruments, etc., it was particularly valuable as a disinfectant for surgical purposes. The studies of Proust, Gay-Lussac, Johnston, Grouvelles, Kolbe and others showed that the amount of mercury present in the cyanides ranged from 82.3 to 88.8 per cent. The estimation of the pastilles is based upon their solubility in water, the absence of chlorides and other mercury salts, of alkali cyanides and carbonates, and, finally, on the amount of the mercuric cyanide contained in the tablet. The directions, as given by the author, are as follows:

(1) A tablet of 1 gram weight must dissolve in 6 Cc. of water within a minute with slight shaking, with the exception of the coloring matter, which remains behind in suspension.

(2) The filtrate must be colorless, clear and strongly alkaline in reaction.

(3) No appreciable evolution of gas should take place on the addition of diluted hydrochloric acid.

(4) The solution must remain clear on the addition of ordinary water in all proportions.

(5) On adding 2 to 3 drops of 50 per cent potassium iodide solution to the filtered solution of a tablet dissolved in 12 Cc. of water, a yellow, or at most a yellowish white, precipitate should be thrown down.

(6) For the special examination for the presence of mercuric chlorides, a tablet should be dried over sulphuric acid triturated to a fine powder and shaken with 20 Cc. of ether free from either water or alcohol; the colorless filtrate should not color litmus red, and on evaporation should leave a very small residuum. Any appreciable residuum left should be examined for chlorides by the use of silver nitrate solution.

(7) To determine the contents of mercuric cyanide of the formula $3\text{Hg}(\text{CN})_2$,

2HgO , which contains 84.17 per cent of mercury, the latter is precipitated as sulphide, since the estimation by reduction is not practicable. The half of a tablet is dissolved in 50 Cc. of water, acidulated with a few drops of hydrochloric acid and precipitated by the addition of hydrogen sulphide. After passing the gas for a few minutes through the mixture, the precipitation is complete and the sulphide settles on the bottom. This is then filtered off, washed well and dried to a uniform weight at 100°C . and the weight then taken. This weight should be 0.487 grams; if less than 0.45 grams of sulphide is present the tablet should be rejected.

Elemi and Allied Resins.

BY DR. KARL DIETERICH,
Helfenberg.

The author presented a large number of samples of the various commercial sorts of gum elemi and pointed out the characteristic differences between the various kinds. He classified the commercial gums in three classes as follows:

I. Genuine gum elemi, both hard and soft.

Manila elemi generally soft, seldom hard, derived from *Icica iciciriba*.

Yucatan, American or West Indian elemi, generally hard when found in commerce, seldom soft, obtained from *Canarium commune* and *Amyris Plumieri*.

The following kinds are found only in hard gum:

Mexican or Vera Cruz elemi obtained from *Amyris elemifera*.

Rio elemi from various kinds of *Protium*.

Brazilian (*Almessega*) elemi, from *Protium heptaphyllum*.

African elemi from *Canarium zephyricum*.

II. Gums resembling elemi.

a. With an odor similar to that of elemi and closely related to it.

East Indian takamahak, from *Calophyllum inophyllum*.

Bourbon takamahak, from *Calophyllum Tacamahaca*.

Gum animi, West and East Indian, from unknown species of *Burseraceae*.

b. With an odor of olibanum, which they resemble.

Cayenne incense, from *icica heptaphylla*.

Gomart gum (also known as mastic) from *Bursa gumifera*.

Resin of occumé, from West African *Burseraceae*.

West Indian Takamahak, from *icica heptaphylla*.

III. Gums differing from the genuine both in odor and external appearance.

Caranna resins, from *icica caranna*.

Kikekunemalo and hyowae resins, from unidentified *Burseraceae* *hedwigia* resin from *hedwigia balsamifera*.

Gam-copal, from *darryodia hexandra*.

The Manila elemi is the kind which is most generally found in commerce. Next to this in point of frequency of occurrence is that from Yucatan. The chemical characteristics of Manila gum have as yet not been studied. This contains 25 per cent of amyrrin, $\text{C}_{22}\text{H}_{34}\text{O}$, 10 per cent of ethereal oils (dextro-rotatory *phellanderae*, $\text{C}_{10}\text{H}_{16}$ and *dipentene*) small quantities of elemic acid, $\text{C}_{18}\text{H}_{30}\text{O}$, 65 to 70 per cent of amorphous resin *brysidin* $\text{C}_{20}\text{H}_{30}\text{O}_2$ and bitter extractive. Amyrrin is composed of two bodies, alpha and beta amyrrin, of the formula $\text{C}_{20}\text{H}_{30}\text{OH}$. The chemical composition of the other kinds of gum elemi has not yet been fully determined.

The solubility acid and saponification numbers of the commercial varieties serve for their identification. In analyzing the gum, the author differs from previous writers on this subject in that he directs the natural product, and not the extract of the resin to be used. The saponification number is obtained by boiling for half an hour with semi-normal potassa solution, since it has been found that this resin is not saponifiable in the cold, as are other resins. The ash is very small, more than 1 per cent not being allowable. The genuine gum possesses a very low acid and saponifying number. The slight solubility in solutions of alkali shows that large quantities of acid or ester like bodies are not present. The gum is, in a general way, quite soluble, the best solvents being ether, alcohol, carbon disulphide, chloroform, benzol and 80 per cent chloral hydrate solution. It is much less soluble in benzine and petroleum ether.

The Constituents of Cascarilla Oil.

BY DR. H. THOMS,
Berlin.

The author states that he found about 1 per cent of the oil in the bark of *Croton eluteria*, bennett. Trommsdorf first examined this oil in 1833, but his examinations were confined to a study of its physical properties and of its behavior with concentrated nitric acid. According to Trommsdorf, the oil did not have an acid reaction. A much more thorough study of the oil was made by Voelckel in the year 1840. Examination of the oil had been undertaken for Dr. Thoms by G. Fendler, who obtained his material from the firm of Schimmel.

The specific gravity of the oil examined was 0.914 at 15°C . and 0.912 at 20°C . The oil when examined optically showed (a) $d = +4.81$ at 15°C . The percentage composition of the oil was found to be as follows:

Free acid	2.10
Eugenol	0.30
Terpene (boiling point 155° to 157°)	10.00
Limone, laevogyre	8.80
Para-cymol	13.20
Sesquiterpene, $\text{C}_{15}\text{H}_{24}$ bp 255° to 257°	10.50
Sesquiterpene, $\text{C}_{15}\text{H}_{24}$ bp 260° to 265°	33.00
Alcohol, $\text{C}_{11}\text{H}_{22}\text{OH}$, bp 280° to 290°	11.00
Oxygenated portion with high boiling point	10.00
Resin	1.10
	100.00

It is very interesting to observe that the terpenes and the cymol can be separated from the sesquiterpenes and the higher boiling constituents of the oil through repeated distillation with absolute alcohol. On dilution of the alcoholic distillate with water, the terpenes sepa-

rate off in an oily layer. This method of separating the terpenes from the higher boiling constituents is very convenient and should prove of value in the examination of other essential oils. The author gives in his paper a very full report of the studies made of the various constituents of the oil. One of the generalizations deduced from his observations is that there appears to be a general law that in the oxidation of compounds in which both primary and alcohol groups are present, the latter are the first to be attacked. And it appears that the primary alcohols related to the secondary alcohol groups are more easily affected than are the other primary alcohols.

Kola Milk.

BY L. BERNIGAU,
Hanover.

The author of this paper began with a general study of the widespread use of nervous tonics and stimulants containing caffeine and other alkaloids having similar physiological action, which he took as a proof that there was a natural craving for some stimulant of this sort, the gratification of which, within proper limits, was desirable.

He proposed as a means of popularizing the use of kola the preparation of a kola milk made from skim milk according to the following formula: One pound of bitterless kola powder is mixed with five litres of cold water and allowed to stand over night. In the morning this is boiled for fifteen minutes and the liquid expressed from the mass, the expressed liquid filtered and sterilized. To this liquid is added about 97.5 litres of sterilized skim milk, and the whole is put up aseptically in tin cans. The bitterless powdered kola is sold at such a price that the prepared kola milk is cheaper than coffee.

(To be continued.)

The Volumetric Estimation of Bismuth.—C. Reichard (Zeit. Analyt. Chem., 1899, 38, 100) recommends the following process, since no satisfactory process for the volumetric determination of bismuth has been proposed. A weighed quantity of the bismuth compound is brought into solution by means of acid and an excess of alkali then added. Chlorine gas is passed through and the precipitate boiled until it takes on a dark red color. The bismuthic acid is then repeatedly decanted with water and then mixed with a sufficient quantity of a solution of arsenic oxide of known strength in soda solution, and this mixture is then boiled until the red bismuthic acid is converted into the white oxyhydrate, Bi(OH)₃. When the reduction is complete, the mixture is acidified with sulphuric acid and the liquid filtered off while hot from the white pulverulent residuum. The excess of arsenic acid in the clear filtrate is then titrated back with potassium permanganate.

METOL-QUINOL DEVELOPER.

Metol	10 grs.
Quinol (hydrochinon)	80 grs.
Sodium sulphite	300 grs.
Sodium carbonate	600 grs.
Water, to make	20 ozs.

Use equal parts developer and water.

PIL. RHEI CO.

Pulv. rhei	1½ gr.
Pulv. myrrhæ	¾ gr.
Aloes purificatæ	¼ gr.
Ol. menth. pip. q. s.	

Mix. One pill.

Pharmaceutical Progress.

New Remedies—Improved Processes—Modern Inventions—Wrinkles in
Dispensing—Tests and Reactions.

Validol is a clear, slightly yellowish liquid of an oily consistence with a slight odor of peppermint, and a slightly bitter, but not disagreeable, taste. It is a chemical compound of menthol and valerianic acid containing also about 30 per cent of free menthol. It is claimed to be analeptic, stomachic and carminative. It is recommended for use in migrain, neuralgia and hysterical and neurasthenic conditions generally. It is particularly recommended in seasickness and in the morning sickness of the pregnant. It is given in doses of 0.2 to 0.3 gms. (5 to 7 grs.) on sugar or in capsules.

Rubber Permeable by Oxygen.—D'Arsonval has made a series of studies of the effect of pressure of gases on rubber tubing. He found that when a tube, such as a pneumatic tire of a bicycle, is filled with air under pressure and the tube allowed to stand some time, the oxygen will pass out, leaving behind the nitrogen. If, on the other hand, the tube be filled with nitrogen under pressure, the pressure remains uniform after standing several weeks, showing that rubber does not permit the nitrogen to pass through its pores, as it does oxygen. This observation may possibly be utilized as a means of obtaining cheaper supplies of oxygen, and also of increasing the longevity of rubber tires.

Recovery of Quicksilver from Rancid Mercurial Ointment.—On heating rancid mercurial ointment to or above its melting point, the quicksilver is not thrown down as a liquid metal, but in the form of a paste which appears to be a mixture of mercury, fatty salts of mercury and the fats used in the ointment. The liquid fat can be very readily poured off from this paste. The mercury may be obtained in a pure form from the residual paste by boiling it with an excess of 5 per cent soda solution. The separation of the mercury is complete after only a few minutes boiling. The further purification of the metal can be accomplished by simply washing it with water to free it from alkali and soap, and by filtration of the metal previously dried with blotting paper.

Poisoning by Formaldehyde.—The toxic effects of formaldehyde are apt to be disregarded now that the compound is so extensively used for antiseptic and germicidal purposes, but, as the "Medical Press" points out, the preparations of formaldehyde usually employed are quite strong enough to cause harmful, if not fatal, effects. Thus, a case is recorded of a young man who drank about two ounces of a four per cent formaldehyde solution which was used for treating seed potatoes. The immediate effect was to cause vomiting of matter containing traces of blood, and death occurred about twenty-nine hours afterwards, as the result of heart failure. A post-mortem examination showed that the oesophagus

was slightly inflamed, and escharotic changes were visible in the stomach.—Pharm. Jour.

Acidimetry of Alkaloids.—For the volumetric determination of alkaloids, E. Falières advocates the use of an ammoniacal solution of cupric oxide for the titration of free acid, since as soon as the last trace of uncombined acid is used up, an evident turbidity is produced in the solution. The copper solution is prepared by dissolving cupric sulphate, 10 Gm., in about 500 Cc. of water, adding ammonia until the precipitate at first formed is nearly dissolved, making up to 1 litre and filtering. The solution is then standardized with H₂SO₄—10. To conduct a titration about 0.10 Gm. of the alkaloidal substance is dissolved in 20 Cc. of H₂SO₄—10 solution, the containing glass vessel is stood upon a black background; the standard copper solution is then run in until a permanent turbidity results, indicating the moment when the free acid is neutralized; from the amount thus found the quantity used up by the alkaloid may be deduced. The author has obtained excellent results by this process with sparteine, morphine, codeine, cinchonine, cinchonidine, quinidine, strychnine, conine, atropine, veratrine, and brucine. In the case of cinchona, the total alkaloids may be determined in the first extraction since the accompanying impurities do not affect the appearance of copper oxide precipitate.—Compt. rend., 129, 110, through Pharm. Jour.

Thymol and Chloroform as Taeniacides.—The frequent occurrence of more or less severe poisoning from the use of ethereal extracts of male fern as a taeniacide has led Leichtenstern (Ber. d. gegw. 1899, p. 389) to make a large number of experiments in the use of chloroform and thymol. Experiments were first made with thymol, which is as efficient, but not more so, than the extract of male fern, in the treatment of the ankylostomen. After the usual preparatory treatment, thymol was administered in large doses, 2 grams per dose four or five times a day at intervals of one and of two hours; a powerful laxative was administered. In no case was the head of the taenia saginata expelled. A combination as recommended by Graeser, as follows, was then tried: Chloroform, 4 grams; croton oil, 1 drop; glycerin, 30 drams; to be taken in one dose. In only one case was the head of the taenia saginata passed after the administration of this remedy. The author had no opportunity to try chloroform with the taenia solium, but for this worm the non-toxic kosoos flowers answer. In one case, however, collapse was observed after the use of chloroform.

Read our Market Report if you wish to buy closely.

The Metallic Nucleol Compounds.

Venerable as is the employment of the salts of iron, copper, silver and mercury, it must be acknowledged that little is known of the precise method in which these valuable germicides act. It is with-in common experience that the salts of three of these metals most in antiseptic use, the nitrate of silver, sulphate of copper, and the chloride of mercury, are all marked by one drawback, namely, their irritating action and the lowering of the vitality and the resisting quality of the tissues caused by their use. As a result, the practitioner is frequently disappointed in results, the healing of wounds being retarded when it was expected that the antiseptic would facilitate it.

This drawback of these well-known metallic salts has engaged the attention of Dr. Karl Schwickerath, who has been pursuing a line of studies and experiments for the purpose of securing a method of administering the metals with full retention of their germicidal values and without the irritating action of the older salts. In the course of his researches he studied the method of germicidal action in general, reaching the conclusion that these salts act most prominently by influencing the living cell tissue in such a way that the conditions are made unfavorable to the life of micro-organisms. Convinced himself that the leucocytes are the exclusive agents of the absorption of mercury, iron and silver compounds and their transportation through the system, he traced the chemical reaction which follows the application of a metallic salt of this group when brought into contact with the mucous surface of a wound. The metallic base is gradually absorbed, and reaction of the acid with albuminous substances manifests itself in coagulation. This led to the suggestion that by employing some substance possessed of a more intimate relation to animal tissues in combination with soluble compounds of mercury and silver the irritation might be reduced to a minimum. This led to a consideration of the availability of nuclein.

Recognizing the impurities of existing nuclein, it became necessary to obtain a nuclein which should be capable of preparation in large quantities by simple means, and which should be pure. Dr. Schwickerath has succeeded in accomplishing this through the employment of yeast, and has obtained a pure nuclein in the form of an almost white amorphous powder, insoluble in alcohol but soluble in water, which solubility is increased by the addition of dilute alkali. To this nuclein the discoverer has given the name of "nucleol."

Now, by adding to a solution of nucleol in water freshly precipitated mercuric oxide, the latter is gradually dissolved and the action is accelerated by gentle warming. To the solution thus obtained the addition of a large volume of alcohol secures a voluminous white precipitate representing a new chemical compound of nuclein with mercury. In a similar way new nuclein compounds of silver, copper and iron are formed. These new compounds are readily soluble in water; they have a neutral or faintly alkaline reaction; they contain the metals in true chemical combination; they do not precipitate solutions of albuminous substances on the tissues; they display physiological action only with very little chemical reaction. These experiments have been conducted in the laboratories of Parke, Davis & Co.,

which house will manufacture the new compounds. The new nucleol group is as follows:

Mercuriol.—A nucleide of mercury containing about 10 per cent of the metal in organic combination. A light brownish-white powder, soluble in water, with faintly alkaline reaction; does not precipitate albuminous liquids, and is not precipitated by alkalis; to be used in solutions of physiological salt solution (one drachm of sodium chloride to one pint of water).

Nargol.—A nucleide of silver containing about 10 per cent of the metal. A light brownish-white powder, readily soluble in warm water, with faintly alkaline reaction; does not precipitate albumen and is not precipitated by alkalis or the ordinary reagents for silver. No precipitation takes place when salt solution is added, but after long standing a gradual precipitation of silver chloride takes place.

Cuprol.—A nucleide of copper containing 6 per cent of the metal. A green powder, readily soluble in warm water.

Ferrinol.—A nucleide of iron containing about 6 per cent of metal. A cinnamon-brown powder, readily soluble in warm water, with neutral reaction. The iron is here present in a stable organic combination, which should render the product valuable when prompt absorption is desired.

These compounds have undergone long and exhaustive clinical tests in which they have not only fulfilled all expectations but have surpassed what was hoped for. By this means it has been established that the new compounds possess all the therapeutic advantages of the respective inorganic salts without their disadvantages. Mercuriol apparently displays the greatest activity in the group, which accords with the natural expectation.

Kalagua.

The extract of the Kalagua plant has recently been introduced as a remedy for pulmonary tuberculosis, and a few particulars concerning the remedy and its discoverer may prove of interest.

The Kalagua plant was originally found in Japan, and was transplanted to South America, where it grows abundantly. The medicinal properties are said to have been discovered by a physician, who noticed that cattle affected with tuberculosis would seek out and feed on the plant. After a period of some weeks the cattle became restored to health, regaining the flesh lost at the onset of the attack. Further investigation showed that not only were the cattle cured of tuberculosis, but were actually rendered immune to it. Experiments were then conducted in Belgium with a view to determining the action of Kalagua extract on the lower animals. Professor Coremans and Léon Pirsh, of Anderlecht, found that the remedy exerted a marked bactericidal action on the bacilli of tuberculosis. It was then tried on tuberculosis patients by Dr. Mendiaux, Dr. Caucheteux and Dr. Bonmariage, all of whom reported marked success.

In this country Kalagua has been extensively used at the Loomis Sanitarium, and in other institutions. Being a new and hitherto unknown drug, the physicians in charge did not care to try it, except in the most unfavorable cases. The reports so far to hand are most favorable, one physician, Dr. Mechold, of Staten Island, going so far as to state that he

considers Kalagua as much a specific for tuberculosis as quinine is for malaria.

The remedy has been introduced into the United States by Charles Patin, Consul General of Belgium, who is widely known for his researches on tropical agriculture. He has transplanted the plant to the Belgian Congo, where it is being cultivated for medicinal purposes.

Charles Patin was born at Stamburges, in Belgium, in 1852 (Hainaut). After leaving school he studied at the Horticultural School at Ghent, and afterwards at Kew Gardens, London, being the only foreigner admitted at that time to the laboratory of the latter institution.

He left Belgium for South America towards the end of 1872, as a plant collector, going to the U. S. of Columbia, where he traveled extensively, crossing to neighboring States in all directions searching for new plants and new discoveries.

Among the plants discovered and identified by him are: *Anthurium Floribundum*, *Spathophyllum Patinii*, *Lelia* or *Catleya Patinii*, *Acrosticum Patinii*, *Masdevallia Houteana*, *Odontoglossum Leopoldi*, *Odontoglossum Harrianum*, *Oncidium Trepador*, several species of *Teli-pogon*, and many other species, principally orchids, together with several varieties of the rubber tree. He has also discovered several new medical plants, including a new variety of *Coca*, a new species of the *Coca* tree, and several forest trees not hitherto identified.

Ever since 1872 Mr. Patin has remained in the same field, exporting to Europe and to the United States numerous orchids and other rare plants. He also cultivates vanilla on a large scale, *coca*, sugar cane and other tropical plants on his estate in Antioquia, where he makes his home, and from which spot he has continued to travel in all directions, establishing here and there, in South America, depots in charge of collectors trained by him.

During the above period he has sent numerous plants to Kew Gardens and to the Botanical Gardens of Brussels.

He received in 1886 the designation of Belgium Consul, and in 1888 of Belgium Consul General as a reward for his work and efforts in behalf of Belgian interests in Columbia.

Particularly valuable has been Mr. Patin's work in connection with the plants yielding rubber. He has shown that there are four principal species of rubber tree, each adapted for cultivation in varying localities, but useless for rubber production unless grown in the proper locality. He is now engaged in exporting the seeds of these different species for cultivation in both temperate and tropical climates. One of them seems likely to grow well in the Southern States; another is a species originally described by Humboldt, but unknown since that time. This species will yield rubber in temperate or cold climates, and Mr. Patin is shipping the seed to various places here and in Europe for experimental trial.—Drug Topics.

Cuban Mint Mixture.

Extract vanilla	2 drs.
Peppermint cordial	2 drs.
Orange syrup	3 ozs.
Pineapple syrup	5 ozs.
Strawberry syrup	8 ozs.
Frothing mixture	2 drs.

Mix. Trim with fresh mint and grated nutmeg.

Queries and Answers.

We shall be glad, in this department, to respond to calls for information bearing on pharmacy or any of its allied topics, and cordially invite our friends to make use of this column.

The name and address of the inquirer must accompany the communication, not for publication, but to assure attention, as we make it a rule to pay no regard to anonymous correspondence.

Misce Secundum Artem.—J. C. B. sends the following, to which are appended the directions "Misce sec. art." As our correspondent aptly observes, "here comes the rub:"

Balsam fir	2½ ozs.
Balsam tolu	2 drms.
Oil tar	3 drms.
Tincture lobelia	3 ozs.
Tincture ipecac	2 ozs.
Tincture henbane	3 ozs.
Fld. ext. wild cherry	¾ ozs.
Muriate of ammonia	3 drms.
Sulphate of codeine	8 grs.
Simple syrup	16 ozs.

It would require a great deal more art than is at the command of most pharmacists to mix the above ingredients in an artistic manner. The question of what to do when presented with a formula of this kind depends very much upon the circumstances, and it is in cases of this character that the tact and good judgment of the pharmacist are brought into play. If the patron is properly approached in this matter, he would very likely consent to such modifications as would render it possible to dispense the mixture. These modifications would include the omission of the balsam of fir and the substitution of the syrup, for the balsam, of tolu; even if this be done the results would be far from satisfactory from an artistic point of view, as the tinctures and fluid extract will throw down a precipitate when the syrup is added. Altogether, it comes pretty nearly being a hopeless case. It is quite evident that it is a domestic prescription, not that of an educated physician, hence the suggestion as to alterations will probably be more readily adopted.

To Remove Tattoo Marks.—H. W. H.—We print the following from the English work "Pharmaceutical Formulas:" Apply nitric acid with the stopper of the bottle or a glass rod to cover the stain. In from a minute and a half to ten minutes, when the "cutis vera" is penetrated and there is a crusted appearance, wash off with cold water. A few days after this treatment a scab forms, which contains the tattoo mark or stain; remove it, and should inflammation supervene poultice and bathe with warm water. It may be noted that the scab begins to form on the second day, when the inflammation is subsiding. It is then advisable to cover with court plaster until the scab forms completely, then poultice with boiled bread and milk until thoroughly clean and dress with carbolic oil (1 in 20) or boric ointment. In this way the skin with the stain is not only removed almost painlessly, but at the same time the nitric acid, to a certain extent, seems to decolorize the stain.

Much care must be exercised in carrying out these instructions, otherwise a very ugly burn may result.

Test for Cotton Seed Oil.—T. R. D.—Halpken's test depends on the red coloration produced when the oil is mixed with carbon disulphide. In applying this test equal volumes of the oil of amylic alcohol and carbon disulphide (containing 1 p. c. of sulphur) are mixed and heated in boiling water for ten minutes. If a red coloration is produced, cotton seed oil is present. If no change occurs, add more carbon disulphide and again heat. If no change occurs on again repeating this operation, cotton seed oil is absent.

Perfumed Moth Balls.—C. C. E.—Oil of verbena or lemongrass will fairly well answer to disguise the odor of naphthalin. Eucalyptus is sometimes used, but is not so successful. Powdered colocynth, perfumed and made into cakes, is sometimes used, but is not so effective as when used in powdered form.

Chloride of Silver Battery.—R. H. R.—This is a zinc-silver battery, the zinc being immersed in chloride of zinc and the silver in fused chloride of silver. The zinc dissolves away when the battery is in action and silver is deposited at the negative pole.

Artificial Rubies.—W. H. R. asks for a satisfactory process for "manufacturing genuine rubies." This is a very simple matter. The ruby is almost pure aluminum oxide; a trace of iron and silica is usually present. The "satisfactory process" consists in fusing together a mixture of 98 parts of aluminum oxide, 1 part of iron oxide and 1 part of silica with a trace of chromium oxide. When well melted, allow to crystallize and your rubies are made. Unfortunately (or is it fortunately?), the results as carried out under ordinary conditions are not such as to bear the ruby market.

Freezing Mixture.—W. J.—The simplest and most effective mixture of chemicals is equal parts of ammonium chloride and potassium nitrate. Mix with an equal quantity of water.

Removing Moles from the Face.—C. H. D.—The best preparation for this purpose is a solution of ethylate of sodium, prepared by dissolving metallic sodium in absolute alcohol. This solution is strongly caustic and should be used with great caution. Etheral solution of hydrogen dioxide is almost useless for the purpose, causing only a temporary bleaching effect, and prolonged use is liable to cause sloughing.

Fertilizer for Potted Plants.—B. A. W. & Co.—The weak point in your fertilizer is that it contains no iron nor potash, probably the two most important constituents of a good fertilizer. You

have also entirely too large a proportion of phosphate. Try the following:

Ammonium nitrate	20 ozs.
Ammonium phosphate	10 ozs.
Ammonium chloride	¾ ozs.
Potassium nitrate	12 ozs.
Calcium sulphate	3 ozs.
Iron sulphate	1 oz.

The proper amount for use is a teaspoonful in 20 ounces of water. Too much fertilizer is as bad as too little.

Definition of Alum.—T. E. H.—The term "alum" is applied to any double sulphate which crystallizes in octahedra. There are three chrome alums, the sodium, potassium and ammonium chrome alums. The general formula for an alum is $R_2'' 3SO_4 R_2'SO_4 24(H_2O)$

Cologne Yellow.—B. C.—This is the term applied to a chrome yellow prepared by precipitating a solution of a chromate with alum and lead acetate. The pigment sometimes contains considerable amounts of barium or calcium sulphate.

Quinine Hair Tonic.—W. H. W.—While we cannot guarantee that the subjoined formula will be "successful in every case," it is near enough to answer your purpose:

Quinine sulphate	40 grs.
Tincture of jaborandi	2 ozs.
Tincture of cantharides	3 ozs.
Eau de cologne	1½ ozs.
Water to	20 ozs.

Mix and filter. Apply night and morning.

To Stiffen Dress Goods.—H. R. M.—The least harmful substance is a strong mucilage of tragacanth.

Solvent for Gun Cotton.—G. H. E.—In making waterproof paper varnishes the gun cotton is usually dissolved in amylic acetate, in which solvent many resins are freely soluble. The addition of a little mastic will make the varnish more durable.

Quinone.—W. B. B. wishes to know what is the quinone which is used "with magnesia and chalk for a dry cleansing lack."

We shall have to ask our readers to help us on this query, as we were not aware that any of the quinones were used in this way. By the term "quinone," benzo-quinone, $C_6H_4O_2$, is generally understood, although the term "quinone" is a general one applied to a number of aromatic compounds formed from hydrocarbons by the substitution of two oxygen atoms for two hydrogen atoms. The hydroquinone, from which benzo-quinone may be formed by oxidation, has been recommended, though it has never attained any popular use, as an antiseptic. It is used considerably, however, in photography as a developing agent.

Photographic Requisites.

NEGATIVE VARNISH.

Bleached shellac	3 ozs.
Sandarac	1 oz.
Alcohol	24 ozs.

Dissolve, add some prepared chalk, filter bright and add

Oil of lavender 1½ oz.

METOL DEVELOPER.

Metol	3 dra.
Sodium sulphite	¾ ozs.
Potassium carbonate	1 dr. 6
Potassium bromide	24 grs.
Distilled water	20 grs.

FIXING AND HARDENING BATH.

Sodium hyposulphite	1 lb.
Sodium sulphite	3 ozs.
Chrome alum	1 oz.

Correspondence.

Assay of Belladonna Plasters.

To the Editor.

I feel it but just to say that C. E. Parker, Ph.C., should be credited with more than "minor modifications" of the assay process appearing on page 132 of *The American Druggist* for Sept. 11, having introduced a number of its best features. If the method is to be given a name, it might properly be called the process of the Seabury Laboratories.

S. W. WILLIAMS.

East Orange, Sept. 14, 1899.

S. C. I. Returns Thanks.

To the Editor.

Sir: I have the honor to inform you that at the last meeting of the Committee of the Society of Chemical Industry a resolution was unanimously passed to express to you the thanks of the New York Section of the Society of Chemical Industry for the publication in your journal of the reports of the meetings of this Section. Respectfully yours,

H. SCHWEITZER,

Hon. Secretary, Local Section.

New York, Sept. 18, 1899.

Hospital Work in Havana.

Lawrence D. Fitzhugh, of Kentucky, who served through the war with Spain as Hospital Steward on U. S. S. "Castine," has been attached to the U. S. Naval Station at Havana for some time past, and has had several very trying experiences in connection with the yellow fever cases at that hospital. The following is taken from a letter sent by Mr. Fitzhugh recently to a member of his family:

"I have had an awful experience for the last month or so nursing the most virulent type of yellow fever. Our cases all proved fatal in from three to five days after the patient contracted the disease, in spite of the fact that they had the finest medical skill procurable in Havana tending them. I was with one man for nearly five days, getting only three hours rest, I cannot say sleep, each night and rushing like a tornado the rest of the 24 hours. I sat close by the bedside of one patient for eighteen hours previous to his death, it being necessary for some person to do so in order to keep the patient from injuring himself in his delirium; to keep the bed clothes on him, bathe him, give him ice water and to render him a hundred other little services. Sometimes I had to hold him down in his bed, thus inhaling the exhalations from his body, excreta, and black vomit. In sponging the foam from his mouth he often spluttered in my face. I was alone with him when he died, and bound up his jaws and closed his eyes. As this was the fourth case I have nursed without taking the disease, I feel that I am immune and have no anxiety about catching it.

"The marines had an awfully trying experience during the yellow fever epidemic, seeing their comrades dropping off one by one with the dread disease, and you can imagine it was a happy crowd that took the steamer last week for New York."

Advertising Ideas.

Under this heading we shall conduct a practical discussion of store methods and advertising for retail druggists. The Department Editor will be pleased to criticize advertisements, suggest improvements and answer all questions coming within the scope of this department, provided they are accompanied by the name and address of the writer.

ULYSSES G. MANNING,

DEPARTMENT EDITOR.

THE USE OF CUTS.

A CORRESPONDENT wants to know whether it will be wise for him to pay fifty cents a week for cuts to use in his ads. I do not think it will pay. I doubt if it would pay to use such cuts as are available if they could be had for nothing. The space they occupy could be used to better advantage. The cost of this space must be added to the cost of the cut to get the total cost of the illustration. Proper illustration is all right. Illustrations are useful in three ways. First, they can be employed to give a clearer idea of the article advertised; they can take the place of description. This is particularly the case where the article is not a well known one. Showing a picture of the article in actual use is sometimes better than any amount of description or argument. Such illustration is clearly out of the reach of the retail druggist. He has no goods that require it, and if he had, the procuring of special illustrations as needed would be too expensive.

Second, illustrations sometimes serve to arrest the attention of those who may be in need of the goods advertised. There might be a line of cuts originated that could be made useful in this respect, but I have never seen anything of the kind. Most of the cuts offered to druggists are either grotesque, weakly humorous, irrelevant or commonplace. They are deliberately made as general in application as possible, as this insures wider use of them, though if the buyer were discriminating exactly the opposite would be the result.

Third, cuts can sometimes be used to attract attention or to make one's advertising distinctive. Their efficacy in attracting attention depends on the number of advertisers in a paper who use them. If employed by but one or two they may serve such a purpose for a time. But at best commonplace cuts will not attract attention for a great while. There are also indications of a deluge of cuts in newspapers. There are at least six syndicates now supplying them, with a

couple of more ready for business, and it may happen ere long that the man who doesn't use cuts will be the distinctive advertiser. The syndicating of cuts has led to two serious evils. With most of the cuts copy for one or more alleged ads is sent. This copy is quite apt to be the veriest rot; a little batch of scribbling intended to hit everybody, and hence hitting no one. It is so easy to transfer both cut and ad to the newspaper that many advertisers do it without attempting to revise the ad or to write a new one. The ads do not fit the business; they sound ready-made and have no selling force.

Another result often observed is that the user of stock cuts does not allow for the space they occupy. He had a four or five inch space before he got the cuts, and has not increased it. The matter sent with the cut or the ad he himself writes cannot go into the remaining space without setting in fine type, so this is done. As a result the ad is made repelling to the eye and hard to read.

If you want to use cuts take enough additional space to properly display the ad with a prominent headline, and see to it that the ad says something. It is what you say that does the business, cut or no cut.

Prize Advertisement.

The "American Druggist" offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize this time is awarded to F. G. Walker, with C. H. & J. Price, Salem, Mass.

Honorable Mention.

The following druggists submitted advertisements of a high order of merit:
H. F. Ruhl, Manheim, Pa.
E. B. Heimstreet, Janesville, Wis.
G. H. Sapper, Washington, Mo.

CRITICISM AND COMMENT.

Rhyme Used with Judgment.

Editor Advertising Ideas:
As advertisement writer for the firm of C. H. & J. Price, Salem, Mass., I enclose a few sam-

ples to show what we are doing in the line of publicity. Perhaps your many readers may like to read them.

I have been running the Bumble series for fifteen months. Two days of the week I use the Bumbles; the other four days we use our regular prose talks.

The Bumbles have thousands of constant readers who are constantly on the lookout for the next doings of the Bumble family. We hear from them; they bring results. They are often reproduced by "Printers' Ink" and other publications. I think it their persistent hammering away with their advertising which brings success to this enterprising Salem concern. The medium used is the Salem "Evening News," daily circulation 17,000. FRED GOLDSMITH WALKER.

Salem, Mass.

A batch of six or eight ads accompanied this letter. Part were in prose and part in rhyme. The prize is not awarded on account of the rhyme, but rather on account of the judgment with which the rhyme is used and the general excellence of the advertising campaign. The rhyme is pretty fair, and the manner in which it is used is better. The rhyme is employed to give individuality to the advertising, and is not depended on to sell goods except indirectly. This is, perhaps, one of the exceptions to the general rule against rhyming ads. The limitations of verse are recognized. Prices and substantial facts are stated in prose, as they always must be to be effective. The ads wholly in prose are equal to any submitted for this issue. A few of the rhyming ads are reproduced.

Can't Sell Hair Renewer.

A Michigan druggist advertises in the following fashion:

NEIGHBORS!

HUNGER WILL DRIVE A MAN CRAZY.

Lack of business will do the same to a drug man. Feel for me. My business is so poor I am obliged to do my own work. Can you give me a lift? Not too much, because I don't want to get poor in flesh. Now what do you say? Will you do it?

THE BALD-HEADED DRUGGIST.

A Special Sale.

Editor Business Hints:

I enclose two of my ads and reading notices. Also an invitation which I printed myself. I also enclose the ad of our local stationer, which he had placed on the page with my second and larger ad. His ad does not give me any concern, since people are learning that my prices are better and my stock larger in most lines than his. I never for a moment thought of answering his ad, as I considered that he was really advertising me. The invitations I had carried by reliable boys to every house in town. I also distributed some over the counter to country people. The boys had hardly returned until a man came in and bought a pound of paper and three packages of envelopes. Altogether, sales thus far lead me to believe that this "special sale" will bring future customers and pay me well. Manheim, Pa. H. F. RUEL.

The newspaper advertisements sent were excellent. They were just about what special sale ads should be. A brief introduction giving the reasons for the sale and an explanation of why the prices were so extremely low, followed by the description and prices. It seems to me that still more space could have been used to advantage. The ads are a little crowded. It pays to hit them hard on a special sale. A rather extravagant use of space really proves to be economy in many instances.

The plan of sending out an invitation to the sale printed on one of the note papers included in the sale, calling attention to its quality and price, is a good one. It is certain to yield results.

It is of course wise not to pay any attention to the ad of a competitor who happens to give an exhibition of bad

judgment. His offense carries its own penalty. People reason that he is hard hit, and their opinion of him is not enhanced by his evident lack of self-control.

Prize Advertisements.

Huyler's FAMOUS CONFECTIONS.

The World's Standard.

You can get them here.

You may take your girl on a trolley ride,
Or to the theatre at the Willows;
You may sit on the rocks by the ocean-side,
Or sail o'er the bounding billows;
But where is the bright-eyed American girl,
With all these pleasures handy,
Who wouldn't think more of her best young man
If he bought her Huyler's Candy?

We are local agents for it.

It is always fresh.

We carry a magnificent assortment.

C. H. & J. PRICE,
226 Essex Street, Salem.

35c. STILL ON EARTH 35c.

Bumble's Departure Prevented.

Mr. Bumble, while out in his garden fair,
Indulged in a half-ripe Bartlett pear.
All was serene until half-past four,
When the town was aroused by an awful roar.
"Oh! Mary Ellen, I am weak and ill,
"I've remembered you all in my latest will.
"Tis my dying hour, and the little pear
"Seems to be settled in earnest there."
Mary Ellen, half-smiling, stepped to the phone,
And left the old man to holler and groan.
Calling up "Central," she asked for 12-3,
Just as cool as a woman could be.
"Hello, Price. Send Mrs. Bumble right off quick
"Some BROWNE'S SPECIFIC for the man
that's sick."
Bumble is well. The pain so keen
Faded away like a sunset scene.
He still plays golf on this earthly sphere,
But 'twas BROWNE'S SPECIFIC which kept
him here.

C. H. & J. PRICE,
226 Essex Street, Salem.
Come Here for Your Kodaks.

The little children of Mrs. Balloon
Now eat their mush with a silver spoon.
Calder's Dentine.....18c Cocoa Wine65c
Socodont55c Lavender Camphor...15c

They might be eating with spoons of tin
If Mrs. B. didn't take these bargains in.

Listerine75c Rubifoam19c
Fellows' Syrup.....98c Allen's Foot Ease...21c

It's easy to save; all she has to do
Is to read our quoting stories through.

Mellen's Food...34c-55c Hood's Sarsaparilla...69c
Hygeia Disinfectant.25c Ayer's Sarsaparilla..67c

It's the little saving which swells the pile
And makes the woman of wisdom smile.

Ripans Tabules..... Mennen's Talcum....15c
6c-48c doz. Pond's Extract...35c-65c
Doan's Pills.....35c

At these low prices please kindly look,
And place the list in your pocketbook.

Warner's Safe Cure.85c Comfort Powder.19c-35c
Peruna79c Munyon's Remedies.17c

C. H. & J. PRICE,
226 Essex Street, Salem.

Settle's Drug Store, Yukon, Okla., sends an announcement of change of management to which is appended a list of school supplies. The circular, while not very well printed, is well constructed and no doubt answers its purpose.

Pushing a Specialty.

G. H. Sapper, Washington, Mo., sends three of a series of five-inch double column ads he has been using to promote the sale of his hair tonic, and says that he sees the results of persistently pounding away on one subject.

The ads sent are excellent. Some different fact or argument is presented in each, while enough general description is included to make each ad complete in itself. That is an effective way to push a specialty. Keep hammering away on it until you have said every important thing that can be said about it. The very fact that you can say so much about it will be conclusive evidence to many that the preparation has uncommon merit.

A Neat Soda Folder.

E. B. Heimstreet, Janesville, Wis., submits an eight-page folder devoted chiefly to soda water. It is printed on heavy enameled stock tinted differently on either side. Much information is given about the fountain and the beverages served, and it is all told in a manner that ought to be productive of results. The matter could have been put in the form of a booklet at a slight increase of cost, and this further expense would have been justified. An eight-page folder is always an awkward form of circular.

An Attractive Window Display.

At Lewis's store, corner of Cornhill and Washington streets, Boston, there is a window display which draws crowds of onlookers. In fact, standing room is at a premium. Coons and cotton are the prevailing features. Seated in the midst of boxes and festoons of absorbent cotton are two little pickaninnies. Their chief delight is to build up a pile of boxes and then topple over in a heap with them. They seem to like their surroundings; in fact, it may be said they "cotton" to them.

Pharmaceutical Job Lots.

French makers of patent medicines who make a practice of sending samples to medical men have been considerably annoyed recently by a circular issued by a M. Meunier, of Marseilles, a dealer in druggists' sundries, to doctors in the South of France, offering to buy all the samples of well-known patents they may receive from manufacturers, at 50 per cent off the marked prices. Meunier offers to purchase the less-known specialties at a price to be bargained for. Payment is offered in cash unless the doctors prefer settlement in the form of surgical instruments or medical books.

"Don't worry," said the corn-fed philosopher, "over things that cannot be remedied. A little perusal of the patent medicine ads will show that there is a remedy for everything."

PROPRIETARY AFFAIRS.

News and Notes of the Great Proprietary Medicine Interests.

An unusual combination of commercial sagacity and technical skill was brought together when Henry G. Keasbey and Richard V. Mattison, both of whom graduated in the class of 1873 of the Philadelphia College of Pharmacy, entered into partnership and opened a laboratory on North Juniper street, above Arch, shortly after their graduation. Dr. Mattison undertook the introduction of their granulated effervescent salts to the medical profession, and traveled all over the United States interviewing physicians and druggists. At the end of nine months a need for larger quarters compelled the enterprising young firm to move to Filbert street, while two years later another move was rendered requisite, when the firm settled at 332 North Front street, and later added the two houses lying next to this number. The firm decided to engage in the manufacture of quinine, and shortly after doing so found it necessary to move their quinine factory to Ambler, a town some 16 miles north of Pennsylvania, where they had already established a magnesia works. They were successful in this as in other ventures, and in 1887 had the sagacity to foresee the decline of quinine, and their circular on 25c. quinine, issued in that year, created almost a panic in the trade.

Their business in of magnesia cover pipes, etc., was so them to abandon of quinine, and ergies to mag

The business sectional coverings enormous. A the locomotives representative sylvania Railroad, Grand Trunk, Rock Central, Union are covered with which is a com made of about n bonate of magnes of fine, silky as mixture is pressed these are fash boilers of the tives, instead of formerly used, after being appll with planished large number of for use upon the Railway are cov blocks from the Keasbey & Matti are also a large China, Brazil, Au other well-known

ners of the world. The war vessels of the United States Navy, the Philadelphia, New York, Yorktown, Bennington, Miantonomah, Charleston, Baltimore, Brooklyn, Newark, Massachusetts, the so-called "pirate;" the armored Columbia, and its sister ship, the Minneapolis, etc., etc., as well as the dynamite cruiser Vesuvius, all have their boilers, steam pipes and other radiating surfaces covered with magnesia from this Ambler plant. The scene of the present troubles in the Transvaal, South Africa, is liberally sprinkled with Keasbey & Mattison's magnesia covering, as are also the ore mines of Spain and Japan, the silver mines of Mexico and Bolivia, as well as the sugar reduction houses upon the plantations of Cuba, Hawaii and Louisiana.

It is as the manufacturers of bromo caffeine, however, that the Keasbey & Mattison Co. have become most widely known among the trade. There is probably no other preparation which has been so widely imitated as has been bromo caffeine. In the line of pharmaceuticals the Keasbey & Mattison granulated effervescent salts are probably more widely known than those of any other makers.

The Keasbey & Mattison Co., which was formed in 1892, has a capital stock of \$2,000,000 and Dr. Richard V. Mattison, who has always been the managing partner of the business since its foundation, is the President and general manager of the company.



DR. R. V. MATTISON,
of Keasbey & Mattison Co.,
Ambler, Pa.

The growth of the manufacture ings for steam rapid as to lead the manufacture devote their ennesia.

done in magnesia by this firm is large number of running on such roads as the Penn-Lehigh Valley, Island, Illinois Pacific, etc., etc., magnesia lagging, mercial product nety parts of carium and ten parts bestos fiber. This into blocks, and ioned to fit the ordinary locomotive wood lagging and the magnesia ed, is then covered sheet iron. The locomotives built Trans-Siberian ered with these laboratory of the son Company, as number in use in stralia and various but remote cor-

made of better stock, and are better made. They are our own brand, and we sell almost nothing else. There is very little call for Blackstones. I don't think I've sold a Blackstone for a week. Everybody prefers these others. We sell thousands of them every week. They're the same price as the Blackstone. Try them once and you'll never smoke anything else."

"I see," said the reporter, "that this is an established principle in this store. While I have been trying to buy a cigar from you that lady over yonder has been trying to obtain a box of Pink Pills from another salesman. He is at the moment engaged in pointing out the greater advantages of your Blood Builders. A bigger box at the same price—better stock and better made—immense sales, and all the rest of it. I don't live in Boston myself, and I have no means of judging the temper of its citizens. But I'd be willing to wager something, from my knowledge of American history, that they don't like this kind of thing. I shouldn't think anyone would really like it. Personally I find it not only annoying but insulting. I never really enjoyed a Blackstone cigar in my life. It doesn't suit my taste in the least. But you have decided me upon buying it. Your cigar may be all that you say it is. If your employer believes it to be a better cigar than another he should introduce it to the public in a legitimate manner and not try to appropriate to himself another man's advertising." The salesman thereupon dropped his bland smile and grew insolent. He told the reporter that he, the reporter, was evidently one of a small band of cranks that would "bite off their nose to spite their face" (his own language, grammar and all), that he guessed he knew his business, that Boston liked the way their stores did things, and that he (the salesman, not the proprietor) didn't care a damn what other towns thought. To all of which the reporter, having said his say and made his point, responded nothing.

It is said in Boston that this druggist never pays a clerk less than \$20 a week, and that on top of this they get a commission on every substitution they succeed in making a customer accept. His stores are many, well located, and evidently prosperous. The proprietor is a shrewd advertiser and a good merchant who is reputed to have made money. If the public didn't like the way he did things they wouldn't patronize him. That seems on the face of it an irrefragable statement. But as a matter of fact public sentiment is a thing of slow growth. The active substitutor is a comparatively recent product. He is something new, and the public likes new things. It likes them just as long as they retain the element of newness. But the moment the gilt begins to wear off the gingerbread that moment the public begins to scrutinize the gingerbread. It may be pleasant and even exhilarating for a time to be persuaded to buy a shotgun when what you came for was a fishing rod, but after a bit it is apt to pall on you. Then comes the conviction that you have been made a fool of. After that you make it a point of insistence that you get exactly what you ask for. Lord Macaulay says "the highest intellects, like the tops of mountains, are the first to catch and reflect the dawn." It is the better class of people that is now strenuously revolting

NEWS AND COMMENT.

A Boston Substitutor.

An American Druggist reporter stood in one of the largest cut-rate stores of Boston the other day. A gentleman came in hurriedly and approached the soda fountain. "Give me a glass of Moxie," he said rapidly, with the air of one who has a train to make and scant time to make it in. "Did you ever try our Nerve-Something-or-Other?" the salesman responded with a benevolent smile. The gentleman looked fixedly at him for a moment. Then, in a voice so low and gentle that it carried the sug-

gestion of impending thunder and lightning, he asked, "Have you any Moxie?" The soda clerk at once grasped the situation and a tumbler at the same time, and the Moxie was forthcoming without another word. This was so interesting to the reporter that he decided upon an experiment on his own account. He approached the big cigar stand in the centre of the store and asked for some Blackstone cigars. The clerk laid a handful of Blackstones on the counter. At the same moment his other hand brought forth and displayed a quantity of cigars that looked like twin brothers to the Blackstones. "These," he said pleasantly, are the same style of cigar as the Blackstone but

against this jockey trick of substitution. The common crowd will follow later. And it is the truly intelligent druggist who is first to perceive this tendency and to act upon it. Substitution is not only utterly contemptible—it doesn't pay.

Artistic Flimflamming.

One of the observable tricks of the substitutor is rather ingenious. He at once hands down the thing asked for, wraps it up and takes the money for it. Let us say that the sum received is 75 cents, and that it is now in the cash register. He smilingly brings out his substitute, and in an offhand and dispassionate way remarks that it is really a better article than that which the customer now has in his hand and costs only fifty cents. If the customer hesitate an instant the substitutor puts about and pours a whole broadside into him. Then, the customer having surrendered, the substitutor hands him back a quarter with an air of doing a virtuous thing. He seems to say "Behold, to oblige you I agree to make a 50 cent sale when I had already made one of 75!" It is really an artistic piece of flimflamming. And the customer finds it out when he has had time to think it over. Unless he have, by chance, a natural or acquired taste for being flimflammed, he is extremely unlikely to return. Mark Twain in his recent magazine article "Concerning the Jews" says an interesting thing: "If you can add that he (the Jew) is as honest as the average of his neighbors—but I think that question is affirmatively answered by the fact that he is a successful business man. The basis of successful business is honesty; a business cannot thrive where the parties to it cannot trust each other." The basis of the substitutor's acts is a mean desire to acquire what rightfully belongs to another. No sophistry can hide its utter dishonesty. When the public discovers that, it goes elsewhere for its wares.

Druggists and Manufacturers Coming.

Someone says, apropos of marriage, that it is like putting an oyster into pickle—it doesn't do the pickle any good, and it's death to the oyster. Which bit of nonsense can readily be made to apply to the question of substitution, when it at once becomes good sense. Substitution doesn't do the public any good, and it's death to the druggist. It's death to the manufacturer who is spending his money to create the demand, too. He is probably the greatest sufferer of all. The one really satisfactory feature in all the imbroglio into which the drug trade has fallen is that it has served to draw the retail druggist and the manufacturer together. They have discovered in a common danger a common interest. They are interdependent—they must stand or fall together. According to a recent statistician, the manufacturers of proprietary medicines spend over fifty thousand dollars every day in the year in advertising their goods. This makes possible the existence of the vast number of drug stores which this country possesses. There is not another trade in the world that has such a service performed for it. Countries which have stringent or prohibitive patent medicine laws have invariably few and mean drug stores. On the side of the druggist it is to be said that he undoubtedly contributes character to a medicine by selling it. His good will is therefore

well worth seeking. Manufacturer and retailer are thus helpful to each other, and their interests are practically identical. Department stores and cutters are destroying the business of both. This is their common danger, and the cause of their rapprochement.

What About the Jobber?

Is this rapprochement a matter of satisfaction, or the reverse, to the jobber? Does it contain any menace to his interests? Supposing that it perfected itself and bore fruit after its kind, what would the fruit be? These are questions that were never asked with so much interest as at the present moment. And serious men in all branches of the trade are asking them. If the jobber could be depended on to carry out the wishes of the other two branches as regards sales to aggressive cutters, his lease of life as a jobber would be better assured. But experience in the past does not give much assurance on this head. When the Hood plan was in force one of the jobbers expressed himself about as follows: "Hood says we are not to sell to anyone but regular retail drug accounts—that we must know them as such before we deliver the goods. We signed the agreement, and of course we mean to keep it; but the difficulty is going to come when some day a drayman walks in here with money in his hand and wants a gross of Hood's Sarsaparilla. Our duty will be to send him away without the goods; but shall we have the strength of mind to do it when we are under the moral certainty that our competitors down the street will never let that good money go out of their door? I'm afraid that if ever that drayman comes in here and shakes the alluring cash under our noses he is going to get the goods." The Hood plan, as everyone remembers, was killed, and it was the jobbers who killed it. The truth is that the jobbers are men of small margins and big expenses, and it should be cause of small wonder if they clutch at the profit of the moment.

To sustain themselves as jobbers they have been clamoring for larger discounts from the manufacturers for years past. But if the manufacturer were able to accede to this, which he is not, the competition amongst jobbers is so great and the nature of the business is such that the extra concession would soon be diverted to the pockets of the close buyers in the retail trade, and do the intended beneficiary no good whatever. The middle men in the drug trade are passing away as those of other trades have passed. The time is perhaps not far distant when the jobber pure and simple will no longer exist in this country. Those houses who possess a well-founded manufacturing adjunct will probably survive for many years after the others have gone. And it is about just such houses as this that there is little or no complaint of want of good faith. If they undertake to do anything they can be depended upon for its fulfillment. It is the universal sentiment in manufacturing circles, on the other hand, that a large number of the jobbing houses of this country are not to be depended on for a moment. It is more than hinted that it is individuals of this class who have been endeavoring to manipulate matters in the trade with a view to getting the kind of dictatorship which may

enable them to force the extra discount out of the manufacturers. Probably no one is competent to speak with authority as to this. It may be all moonshine, with nothing whatever of truth in it. The retail druggists, under the tutelage of the N. A. R. D., are showing such good sense that it is safe to say they will not be made a cat's-paw of by anyone.

When a community of men reaches a point in its affairs where it becomes a question of life or death, that moment it becomes dangerous to other communities of men. Neither the laws of God nor of man actuate or control it. It becomes piratical. It appropriates by force or fraud anything it requires. There can be no question that the beforementioned rank and file of jobbers is rapidly nearing this condition of desperation. With no fat morsels in the way of wide-selling proprietaries of their own to swell their shrinking exchequers, their sole means of subsistence is a jobbing business which requires immense financial ability to wring a meager margin of profit from. They may make, here and there, by a fortuitous turn of the market, a little pot out of their staples, but such chances are too rare to be counted upon. At least 60 per cent of all they sell is of proprietary goods, upon which their gross profit is 10 per cent. About ten years ago one of them told an American Druggist reporter that he made a net 1 per cent on the turnover of the capital invested, and that by luck and good management he hoped to turn it ten times in the year. If he could do this, and so make a net 10 per cent per annum on his investment, he was well satisfied. This was ten years ago. What profit is it to be supposed that house is making to-day? It is houses of this class, the rank and file, that have been moving so strenuously to obtain an extra 5 per cent from the manufacturers. The manufacturers refuse to concede it, and for reasons sufficient—they have sorrows of their own.

Under the circumstances it would be small wonder if they tried to get by force what they had failed to get by asking. The hypothesis that they are manipulating the retail druggists with this end in view has just enough of reasonableness in it to make it interesting. It is a purely hypothetical suggestion, however. It is a suspicion quite without proof. As a matter of speculation it may be worth while to follow the thought to its logical conclusion. Suppose that the retail trade be firmly united on the Designated List plan. The manufacturer may not sell to anyone outside of the Designated List, on pain of being blocked, cut off and destroyed (so far as possible) by every retail druggist in the country. If, in course of constructing and perfecting the Designated List plan, some non-conformist like Cuticura shall be so terribly punished as to serve for an example to all unbelievers and backsliders, so much the greater will the terror be, so much more militant the workings of the plan. The manufacturer will be bound by the fear of consequences, the retail druggist will be bound by his own law, and the jobber—well, the jobber will get that extra 5 per cent or he'll know the reason why.

But things are not working out to any such conclusion, plot or no plot. The

executive ability of the N. A. R. D. puts it beyond the fear of being manipulated by anyone. The enthusiasm with which its members have attacked the problem of organization speaks well for their ability to control the organization when completed. The N. A. R. D. has throughout assumed the position that there is no substantial cause of quarrel between the retail trade and the manufacturers. There is less friction between them than ever before. Both know and admit that their interests are identical. They are being drawn together by the logic of the situation. To both of them the jobber is a very secondary consideration. He is, indeed, all but an outsider.

To Help the Work of Organization.

A pleasing evidence of kindly feeling is shown in a recent proposition of the Pabst Brewing Company, of Milwaukee. They offer to pay 10 per cent of the purchase price of every cask of "Best" Tonic purchased by retail druggists in the month of October to the treasurer of any retail association affiliated with the N. A. R. D. which the buyer may designate. They say in the circular which has reached us: "We are interested in the good work of organizing the drug trade, and desire to contribute to its success in a practical way."

We are in receipt of the following, which was not written for publication but which is of such general interest that we take the liberty of laying it before our readers:

"We desire to thank you and to express our appreciation of the article which appears on page 113 of the American Druggist for August 25. We are pleased to be able to state that our travelers are reporting a constantly increasing disposition on the part of druggists to discontinue the sale of imitation articles. Almost all druggists seem to be taking a higher view of the question of substitution and to be inclined to deal fairly with manufacturers. At the same time they expect the latter to do all in their power to maintain regular prices. Probably a large majority of the druggists have never handled imitations, and many who formerly did so are now giving up the practice. We have avoided as far as possible bringing suits against druggists, and have confined our actions almost entirely to suits against so-called non-secret manufacturers.

"Our attorney will start out the latter part of this week to bring a number of suits in various parts of the United States against non-secret houses, and we shall keep you informed as to the results of the suits. The Garfield Tea Co., in accordance with a promise made to us some time ago, have discontinued the use of the name "Fig Syrup" in the Western States, and have promised us that they will discontinue it in the East also in due time, and therefore we have not brought any suit against them, and do not think it will be necessary to do so. We trust that other houses will be inclined to take the same honorable view of the question and render further litigation unnecessary. We have endeavored at all times to create an active demand for our remedy to the mutual benefit of the druggists and ourselves, and we have always sought to maintain regular prices by refusing to make sales to department stores and cut-

rate establishments. We therefore think that we are entitled to, and we fully believe that we have the good will and kind consideration of the drug trade.

"We have written the above, not for publication, but simply as a letter of thanks to you and for your information. We are yours truly, California Fig Syrup Co., per R. E. Queen."

A Pittsburg Druggist on Cuticura.

The following has been received from Louis Emanuel, secretary of the Western Pennsylvania Pharmaceutical Association:

Sir: The druggists of Pittsburg are not surprised to hear that the trade of the Cuticura Company is so much larger during the past six months than it has been in former years; it is only proof positive of our prosperous condition. So good are the times here that we do not feel the loss of the enormous sale of the Cuticura remedies which the department stores are said to handle.

Since the Cuticura Company has opened the credit side of its ledger to your representative, perhaps it will also exhibit the debit side.

It is well known in Pittsburg that for the month of June one daily paper alone was paid \$1,500 for advertising; we have four daily, five evening and four Sunday papers, which were equally patronized, and the one mentioned is not known to be high as to circulation, and all our papers were equally patronized.

The majority of the druggists of Pittsburg and Allegheny were selling these remedies at cost, some at a profit of 10 per cent. Assuming that they now sell one-half as many goods on which they make 50 per cent profit, they are still financially better off than they were before the fight began.

Many druggists are now pushing goods which take the place of Cuticura remedies. They are not advertised, consequently cost less both to the consumer and dealer, and incidentally the increased advertising of Cuticura remedies makes a ready market for other remedies of similar properties. No substitution is practiced, the remedies are no worse than the Cuticura remedies are, and our customers are beginning to learn that all they read in advertisements is not gospel truth, hence they prefer to take their druggist's advice in most cases.

As indicated above, the fight is a question of policy, not of sentiment, with the retailer, just as it is the cold-blooded policy of the manufacturer.

LOUIS EMANUEL.

Pittsburg, Pa.

MINOR NEWS NOTES.

By far the cleverest advertisement taking advantage of the Dewey celebration was that put out by the Abbey Effervescent Salt people. It contained a splendid portrait of Admiral Dewey, and referred to both him and its own product as the "Salt of Salts."

The T. A. Slocum Co., of 96 and 98 Pine street, has reduced the prices for Ozomulsion, Psychine and Coltsfoote Epectorant.

The large frame structure owned by the Moxie Nerve Food Company of New England, and located at Lowell, Mass., was destroyed by fire on September 24, with a loss of about \$55,000. The build-

ing, which was 160x60 feet, was originally used as a roller skating rink, and when roller skating died out the Moxie company took possession. The Moxie company's loss is principally in stock and machinery. The entire plant, which had a capacity of 600 dozen bottles per day, was destroyed. The estimated loss is from \$40,000 to \$45,000; partially insured.

Thomas Doliber, of Boston, president of the Mellin's Food Company of North America, is a member of the Church of the New Jerusalem and takes a prominent part in its management. At the present time he is a member of an important committee which has made arrangements for a lecture by the pastor of this church in Tremont Theatre, Boston, upon "The Bible, Its True Nature and Divinity; Its Spiritual Inerrancy."

Charles E. Hires, of root beer fame, has let a contract for the erection of a manufactory, 325 by 50 feet, in the borough of Malvern, to which place the entire Hires' plant will be transferred from Philadelphia about February 1. The building will be of brick, three stories in height, and will furnish employment to a big force of hands. A large milk-condensing plant is now in operation on the same grounds.

Dr. J. A. Greene, of Nervura cure, is prominently mentioned as a possible candidate for Congress from New Hampshire, in which State he resides.

The Window Glass Combine.

A prospectus has been issued of the American Window Glass Co. showing that the total capitalization of the company is \$17,000,000, and the net profits of the plant purchased in 1898, \$2,483,344.26. According to the prospectus, the company will have a capacity of 1,454 pots. This leaves about 1,200 pots outside of the combine, though a good many of the plants represented by the 1,240 pots are not in operation, nor likely to be so. A number of independent and co-operative factories are now in operation, but the stocks in the hands of the combine are quite large, so it is probable that they will not go into blast before the 1st of December. While the number of pots outside of the American Company is large enough to make them a factor in the market, the outlook is at present quite strong, and there is not much probability of a decline in the price of sheet glass.

In plate glass, however, there appears to be every probability of a sharp skirmish between the Fords, who propose to sell nearly 4,000,000 square feet of glass from their new furnaces and the older houses. It is a question whether the Pittsburg, American and Standard companies will permit this amount of business to be taken away from them without putting up a strong fight, and for this reason it is highly probable that plate glass will go down before it goes up, and a decline is looked for glass people generally before Christmas.

A Pharmacist Governor.

A pharmaceutical governor is one of the good things found in the State of Delaware. The present chief executive is a druggist and a member of the Delaware Pharmaceutical Association. What other State or Territory can say as much? asks "Meyer Brothers' Druggist."

National Association of Retail Druggists

CONVENES AT CINCINNATI

Twenty Thousand Druggists Represented.

**Vast Strength of Organization—All Work Together as One Man—
Great Enthusiasm Shown—Delegates from North, South, East and
West—Quebec Joins the Movement—What Has Been Accomplished
During the Year.**

THE second annual meeting of the National Association of Retail Druggists was convened in Cincinnati on Tuesday, October 3. The attendance on the first day of the convention was gratifyingly large, 161 accredited delegates from State and county associations of retail druggists being present. The association headquarters were at "Cincinnati's Grand Hotel," a choice of headquarters which met with the approbation of every delegate, being the most finely appointed hotel in the city, and easy of access to the convention room, in Odd Fellows' Temple, at Seventh and Elm streets, where the work of the Association was transacted. The hotel management made ample provision for the accommodation of the several committees of the Association and a spacious parlor was placed at the disposal of the secretary and his staff of clerks and stenographers.

The First Sitting

was scheduled to open at 10 o'clock on the morning of Tuesday, but it was 11.15 before President Hy. P. Hynson, of Baltimore, rapped for order, and greeted the assembled delegates. Owing to the fact that the American Bottlers' Protective Association was meeting in annual convention in another part of the city, the official order of business was departed from, and, instead of listening to an address of welcome from the city's chief executive, Mayor Gustav Tapel, the delegates were treated to a welcoming speech by Alfred De Long, the president of the Ohio Pharmaceutical Association, who joined the greetings of the State Association with that of eleven county associations, which had been formed in the State of Ohio since the organization of the N. A. R. D. the previous year, and which had been since affiliated with the National Association. He said that Ohio had given its unqualified endorsement and support to the N. A. R. D. from the start, and paid an eloquent tribute to the Association, saying that conditions in Ohio had been greatly improved through its stimulating influence. An organization of retail druggists for

the regulation of prices and promotion of the business interests of druggists had just been effected in the city of Cincinnati, and Mr. De Long coupled the greetings of the Cincinnati Association with that of the State.

New York Responds for the N. A. R. D.

At the request of President Hynson, Felix Hirseman, of High Bridge, N. Y., the vice-president of the New York State Pharmaceutical Association, responded to Ohio's welcome. He said



SIMON N. JONES,
Louisville, Ky.,
President-elect N. A. R. D.

that in New York, as in every other State of the Union, Ohio was looked up to as the State that led in all matters pertaining to the advancement of the educational, as well as the business interests of the retail druggists. It was among the first, for example, to declare for

The Graduate of Pharmacy Requirement

for candidates for examination by a Board of Pharmacy, and this, Mr.

Hirseman said, told for higher education for the pharmacist. The New York delegates who addressed the meeting lost no opportunity to bring this subject to the front, and Professor W. C. Anderson, of Brooklyn, the chairman of the Committee on Pharmacy and Educational Laws, made it the feature of his report. There was considerable objection made to this by several of the members, who felt that the injection of such matters into the deliberations of a purely commercial organization was in questionable taste, and Professor Anderson's report came near being referred for publication without consideration; in other words, shelved. He, however, made a telling fight for the recognition and consideration of his report and it was finally referred to a committee for consideration and report.

Greeting from a Converted Cutter.

Greeting on behalf of the Retail Druggists' Association of Hamilton County, as the Cincinnati Association is called, was made by A. O. Zwick, the president of the Association, who until very recently was one of the most aggressive cutters in the Queen City. The druggists of Cincinnati are now organized into a strong association for the maintenance of prices, and are affiliated with the N. A. R. D. Mr. Zwick's speech of welcome was one of the most eloquent efforts of the sitting. He made a strong plea for the further protection of retail druggists against the department stores and cutters. This talk of higher education, he said, was very good and proper, but how, he asked, is the clerk in a drug store to go to college, if he has not the means to pay his way? The movement which has been so successfully inaugurated by the N. A. R. D. means better profits for the employer and higher sal-

Labor Unions and Cutters.

aries for the clerks. Mr. Zwick said he had attended a big political convention recently, and had met a labor delegate there who asked him, "What are you druggists going to do about cut prices?" Mr. Zwick told the delegate how much the senseless cutting of prices was deplored by all good business men in the drug trade, and of the efforts that were being made to suppress it. The laboring man then informed him that the matter had received the serious consideration of the labor unions, and his union was about to pass a resolution calling upon its members to stop patronizing cut-rate drug stores, for the reason that

"Cut Prices Mean Cut Wages."

He brought what was a truly eloquent peroration to a close by urging a firmer and stronger union among retailers. The organization was not formed, he said, for lust or greed of gain. It was for self defence, just as truly as the act of the soldier who shouldered a rifle and marched to the war at the call of his country. Mr. Zwick's remarks were listened to with the closest attention, and he was frequently interrupted by cheers and hand-clapping, testifying to the favor and entire approval with which they were received.

Louis K. Waldron, of Chicago, responded for the Association in a few well-chosen words, in which he expressed the appreciation of the delegates.

Eloquent Oratory.

The welcoming speeches by the representatives of the local associations of pharmacists were nearly as numerous as they were sincere and hearty. The Cincinnati Academy of Pharmacy chose Frank H. Freericks as their spokesman, and he displayed equal eloquence with the speakers who preceded him. He welcomed the delegates as "champions in the cause of existence for our wives and children," and told of the splendid work performed by National Secretary Wooten in organizing the



HENRY P. HYNSON,
Retiring President of the N. A. R. D.

druggists of Cincinnati, and whom he characterized as "that grand apostle of truth and right, whose name shall ever be honored in American pharmacy." He named the two morning newspapers of Cincinnati—the Cincinnati "Enquirer" and the "Commercial Tribune"—as the friends of the local druggists who had contributed noteworthy assistance in the fight for the maintenance of honest prices, and bade the delegates remember them as such, when they returned to their homes.

Canada Joins in the Movement.

The Dominion of Canada sent two delegates to the meeting, Henry Willis, of the Society of Retail Druggists of the Province of Quebec and Wm. H. Chapman, of Montreal, the president of the Quebec society. Mr. Chapman was called upon to respond to the greeting of the Cincinnati Academy of Pharmacy. Speaking for the Province of Quebec, he said that the retail druggists there were small in number and suffer little from cutting. There was a fear of the advent of price disorganization, however, and the Association which he represented was determined to take precautions in advance. He was convinced that the N. A. R. D. was in possession of a solution to the problem of the prevention of price cutting, and, when he returned to Quebec, he would so inform his Association. After more speeches of welcome and responses by L. C. Hopp, Frank H. Carter and President Hynson, M. Carey Peter, of Louisville, the delegate from the Na-

tional Wholesale Druggists' Association was called to the platform. Mr. Peter, who is one of the most entertaining speakers in the N. W. D. A., made a most pleasing address, in which he pledged the support of the wholesale dealers to the N. A. R. D. and asked for tolerance and liberality in debating the relations between the two branches of trade. He was followed by Frank J. Cheney, proprietor of Hall's Catarrh Cure, of Toledo, O., who was introduced as the delegate to the N. A. R. D. from the Proprietary Association of America. Mr. Cheney dwelt upon the mutuality of interests of the business of the manufacturers of proprietary medicines and the retail druggists and how both branches strove to force the consumers to go to the drug store for their supplies. The proprietors are co-operating, he said, with the retailers, in urging upon all jobbers to restrict their sales to the proper channels of business. All department stores should be tabooed, to the end that the retail druggist may be protected by the jobber and the manufacturer. He called upon the retailers to discourage substitution. He said he realized the difficulty of getting all the retailers to frown upon and suppress this iniquitous practice, a difficulty almost equal to the task of getting all manufacturers to kill the "cutter," but he assured the delegates that an overwhelming majority of the Proprietary Association were thoroughly in earnest in their efforts to remedy these evils. He recited the resolutions adopted by the Proprietary Association of America at the meeting held in New York last June, and the reading of these was greeted with cheers by the assembled delegates.

Mr. Cheney could not have been other than pleased at the cordial reception accorded to him by the Association. He left a pleasing impression, and his address drew the two associations perceptibly nearer.

The response to the delegate of the Proprietary Association was made by President Hynson, who voiced the sentiments of the gathering in a neat and well-expressed speech of appreciation for the sentiments of friendship and support expressed by Mr. Cheney.

Shortly before the noon session adjourned Mayor Tafel entered the convention hall, covered with badges and buttons from the Bottlers' Convention. On being presented, he was applauded vigorously. President Hynson added to the mass of badges and decorations by pinning above them all the delegate badge of the N. A. R. D. and a large wooden nutmeg furnished by Col. John W. Lowe, the genial treasurer of the Association, who hails from the State where these curiosities are produced for sale. Mayor Tafel conferred upon the delegates the freedom of the city in a speech overflowing with compliments for druggists and their profession.

On motion, three assistant secretaries were appointed as follows: F. L. Way, of Manchester, N. H.; J. G. Spingler, of Dayton, O., and John G. Beck, of Baltimore, Md.

After the appointment of a Committee on Credentials, composed of Alex. M. Robinson, of Bangor, Me.; J. W. Seeley, of Detroit, Mich.; Max Bloomenstein, of Nashville, Tenn.; Paul L. Hess, of Kansas City, Mo., and J. Hal Bobbitt, of Raleigh, N. C., the sitting was adjourned till 2 p. m.

Second Session.**Tuesday Afternoon.**

The Association was one hour behind the schedule time in opening the afternoon session, on account of the temporary absence of Secretary Wooten. Business was begun at 3 o'clock by President Hynson, who called for the reading by Assistant-Secretary Spingler of a communication from President V. Mott Pierce, of the Proprietary Association of America, extending the sympathy and greeting of that Association.

PRESIDENT'S ADDRESS.

By HY. P. HYNSON.

Vice-President G. Hechler, of Cleveland, took the chair, while President Hynson read the annual presidential address.

The address was quite lengthy, and is therefore reserved for publication in full in our extra convention number, which will appear on October 18.

On motion, the address of the president was referred to a special committee of three, consisting of Wm. McIntyre, of Philadelphia; A. O. Zwick, of Cincinnati, and Judson B. Todd, of Ithaca, N. Y.

REPORT OF THE SECRETARY.

The report of Thomas V. Wooten, secretary, was next presented. The reading of this report was awaited with considerable anticipation, it being well known that the great bulk of the work of the



THOMAS V. WOOTEN,
Secretary of the N. A. R. D.

year had been directed from the secretary's office.

After touching upon the steps taken immediately after the organization of the Association to bring the newly formed body to the attention of the drug trade of the country, in which he took occasion to express his appreciation of the great help afforded by the pharmaceutical journals by the publication of news matter and editorials, Secretary Wooten turned to the relations of the Association with

the retail trade. Much the larger portion of the voluminous correspondence carried on from the office of the secretary during the year had for its object the arousing of the retail trade to the necessity of organizing societies, and of bringing into affiliation with the Association those already in existence. A good deal of correspondence was devoted to securing the co-operation of State pharmaceutical associations, with satisfactory results, every State association that has held its meeting since the N. A. R. D. was formed, with the exception of that of Indian Territory, having come into affiliation with the national body. As a result of the year's work, 133 local and State associations have completed their membership.

Price-Cutting General.

In order to obtain definite information in regard to the condition of the drug trade of the country, information in regard to this was requested on each blank application for membership sent out from the secretary's office. In this, and other ways, the information was obtained that, with the exception of the State of Washington, price-cutting exists in all parts of the country, to a greater extent in New England than in the Middle States, and in the Pacific States least of all. In all large cities the damage from price-cutting has been great, while in hundreds of smaller cities and towns the conditions are most wretched. In villages and hamlets the practice of selling proprietary medicines, which constitute a large proportion of the business transacted, has made the trade unprofitable. The secretary stated that he was gratified to be able to state that in nearly every county, city and town where an association had been formed to co-operate with the N. A. R. D. better conditions had resulted from the conferences of retailers with each other.

Relations with the Jobbing Trade.

The secretary made grateful acknowledgment of the great assistance rendered to him by the chairman of the Proprietary Goods Committee of the National Wholesale Druggists' Association, Frank A. Faxon, of the firm of Faxon, Horton & Gallagher, Kansas City, Mo. Secretary Wooten added that every officer of the N. W. D. A. with whom he had come into contact had served the cause of the retailer willingly and given cheerfully the assistance asked. The local jobbers' associations of the country had also treated his office with cordiality and consideration and expressed a desire to be used for the purpose of advancing the cause of the N. A. R. D.

Traveling Men Thanked.

The thanks of the secretary were expressed in his report to a large number of traveling salesmen of manufacturing and jobbing houses, who, by urging upon their patrons the claims of the National Association, brought it into a degree of prominence to which it would have been difficult otherwise to attain.

Relations with Proprietary Men.

The report stated that on March 2 the secretary, under instructions from the Executive Committee, addressed to each of the members of the Proprietary Association of America two letters, one directing attention to the resolution adopted by the N. A. R. D. at St. Louis, requesting manufacturers to distribute their

goods only through the jobbing trade and asking a statement as to the attitude of the firm addressed toward the resolution, the other requesting information as to the prices of their respective preparations, with the purpose of ascertaining whether the prices of these preparations exceeded \$2, \$4 and \$8. Subsequently, these letters were sent to all the manufacturers in the country, 334 in number, with results stated in the report as follows: Number favoring the resolution and expressing a determination to be governed thereby, 171; number whose attitude toward the resolution was uncertain, 9; number who could not see their way clear to endorsing the resolution, 6; number who declared themselves unfavorable to the resolution, 5; number who made no reply whatever as to the resolution, 143. Number of those whose preparations are \$2, \$4 and \$8, or less, 116; number whose preparations in whole or in part exceeded \$2, \$4 and \$8, 62; number whose products are not proprietaries, and therefore not adjustable to the schedule, but who favor the resolution, 33; number who fail to give the prices of their preparations, 120. In most cases two letters relating to each of these subjects were sent to the manufacturers, so that no excuse exists for the possible claim that the matter was not brought properly to their attention.

The secretary wished it to be understood that these statistics were compiled in March, April and May last, and that they might not now represent the attitude of the respective manufacturers toward the resolution in question, although they did represent their position as to the prices of their preparations.

The only break in the pleasant relations that exist between the secretary's office and the individual proprietors with whom he has corresponded came to light in the following correspondence:

Potter Drug and Chem. Corp.
Boston, Mass.

Gentlemen: The National Association of Retail Druggists deprecates the unpleasant relations that exist between yourselves and the Western Pennsylvania Retail Druggists' Association, a subordinate member of this organization. It is sincerely hoped that some way may be found to prevent the continuation of a controversy that in the end must work to the disadvantage of all concerned. The chief cornerstone of the National Association of Retail Druggists is the mutual advantage of manufacturers, jobbers and retailers in handling medicines. Any condition that disturbs the friendly relations that ought to exist between these branches of the drug trade is regarded by us as subversive of the ends of our organization and is by us deplored.

In view of this sentiment of good will entertained by our organization toward all who, like ourselves, are engaged in handling medicines, and in order to further the ends of bringing into better relations those who, under proper conditions, are working for the advancement of each other's interests, our association would be glad to render such service as lies in its power towards securing a satisfactory adjustment of the differences aforementioned.

Yours very truly,
THOMAS V. WOOTEN, Secretary.

In reply to the above letter by Secretary Wooten, the Potter Drug & Chemical Corporation sent a lengthy telegram, of which the following is a copy:

Thos. V. Wooten, Secretary, Chicago:
Letter twenty-eighth received. We resent boycott by Pennsylvania Association as unfair because it does not include all, and because druggists go so far as to disparage remedies. Have always sympathized with efforts of retailers to better prices, but cannot risk our business on experiments. When a plan is demonstrated success we will gladly consider it; nothing yet presented can possibly succeed. As to National Association of Retail Druggists, believe it best to let matters settle themselves in Pennsylvania. If the local association can prevent sales of Cuticura we will admit it; if it

cannot it will say so and quit. It will not be necessary then for other branches to repeat the experiment. Meantime we shall use every fair means to supply demand, and give notice that we shall not again hesitate for days to use department stores and cutters to supply demand as we did in Pittsburg.

(Signed.)

POTTER DRUG & CHEMICAL CORPORATION.

Secretary Wooten stated that after the receipt of the above telegram no further effort was made to adjust the matter, he having received instructions from the Executive Committee to hold the matter in abeyance. He stated that Chairman F. E. Holliday had reported on his return from attendance on the meeting of the Proprietary Association in June, his failure to receive any assurance whatever that the matter would be amicably settled.

Mr. Wooten is convinced that an organizer is needed, in order that members of local and State associations may be informed of the methods of the N. A. R. D. and to correct any misapprehension that may exist in reference thereto, and he expressed this need in his report.

Several other matters were considered, such as the need of more clerical help to more efficiently conduct the correspondence of the office and to secure the publication of news notes and short editorials upon pertinent subjects relating to the welfare of the Association. Another need of the Association touched upon in his report was that of suitable quarters for the secretary's office.

The report was received with every demonstration of approval, and, on motion, was referred to a committee of three for consideration and report. The following delegates were selected by President Hynson to serve on this committee: Wm. McIntyre, of Philadelphia; A. O. Zwick, of Cincinnati, and J. B. Todd, of Ithaca, N. Y.

Associations Represented.

The next item taken up in the regular order of business was the report of the Committee on Credentials. It was presented by Alexander M. Robinson, of Bangor, Me., and included a list of the State associations having properly accredited delegates in attendance, who numbered at the time of the presentation of the report 161 delegates. On motion, the reading of the names of the delegates was deferred until a later session, when the number was considerably increased.

Report of Committee on Trade-Marks and Patents.

Chas. L. Hay, chairman of the Committee on Trade-Marks and Patents, read the report of that committee, showing that the committee had presented a memorial to the commission appointed by President McKinley to revise the patent and trade-mark laws of the United States, reading as follows:

On behalf of the National Association of Retail Druggists, and through that body on behalf of many thousands of retail druggists throughout the United States, we ask that your committee endeavor to correct the evil which has proved most burdensome and most annoying in the whole question—that of granting a patent on the substance itself. We waive all discussion on the right to grant a man patents on a process originated by himself, or on the name given the substance, if original and distinguishing it as a substance made by that process and of that composition. The mischief to the consumer as well as to the druggist lies in the granting of a patent on the product itself, thus shutting out all from making it, even though by an entirely different process from that mentioned in the patent. This not only creates a monopoly but strangles competition and stifles invention.

We trust your committee will be able to amend this by doing away with the patent on the substance, while still protecting patentees by providing an inspection system whereby an authorized commission could inspect the factories of competing substances which might be suspected of infringing on the original patentee's rights. This is a matter of so much import to the retail druggists of the United States that we trust your commission will endeavor to right the wrongs complained of. We enclose a resolution which embodies the sentiment of our Association as well as that of the retail drug trade in general.

The committee recommended the appointment of an Agitation Committee, consisting of one member from every Congressional district in the United States, to agitate in favor of a revision of the trade-mark and patent laws, in so far as they apply to medicinal articles.

Report of Committee on Legislation.

W. C. Anderson, chairman of the Committee on "Relations of Pharmaceutical Education and Laws to the Drug Trade," submitted a report in which the committee state that, while the principal object of the N. A. R. D. is the dealing with the commercial side of pharmacy, the question of educational qualification was one of paramount importance, as bearing upon the commercial conditions, for, with illiterate and uneducated pharmacists in the trade, it was doubly difficult to secure any kind of co-operation or any betterment of the evils from which the trade is now suffering. The committee brought up the subject of graduation as a prerequisite for examination before a board of pharmacy, and recommended that the N. A. R. D. put itself on record as favoring the graduate requirement as a preliminary to examination by a board.

The report was received with applause, tempered by some expressions of disapproval, many members being in favor of shelving it, as they deemed consideration of such matters foreign to the purpose of the N. A. R. D. Chas. Gietner, of St. Louis, and A. S. Parker, of Detroit, moved to refer for publication without further consideration, but Professor Anderson insisted on the consideration of his report, and, on motion of J. W. Seeley, of Detroit, seconded by R. I. Eads, of Indianapolis, it was finally referred to a special committee of three for consideration and report. On this committee was appointed R. I. Eads, Chas. Gietner and Thomas Stoddart.

Frank H. Freericks, of Cincinnati, chairman of the Committee on Transportation, made a verbal report, in which he expressed the thanks of the committee to Thomas J. Keenan, of New York, and L. Tillotson, of Chicago, for aid in securing reduced railroad transportation.

The session adjourned to meet on Wednesday morning, after hearing brief reports from the Committee on Entertainment and the Committee on Legislation.

Third Session.

Wednesday Morning.

The session was opened promptly at 9.15 o'clock, President Hynson in the chair. A confidential list of recognized jobbers was brought to the attention of the delegates by the secretary, who offered to read the names of the firms included in it by States on the request of any delegate from States interested. The delegates from Minnesota, New York and Ohio called for the reading of the names

of jobbers from those States in the order named. Several delegates put inquiries as to the standing of certain jobbers in cities named, and the desired information was furnished by the secretary.

The report of the Committee on Credentials was then taken up, and Chairman Alexander M. Robinson, of Bangor, Me., read the list of accredited delegates, showing that seventy-six associations of druggists were represented. The report was accepted and placed on file.

Nominations from State delegations for the Committees on Nominations and Resolutions were then invited by the Chair. Secretary Wooten called the roll of States, and the following selections were made. The first name given is the choice of the State delegation for the Committee on Nominations, the second that for the Committee on Resolutions:

Committees on Nominations and Resolutions

Connecticut.—Charles Fleischman, John W. Lowe.

Georgia.—George D. Case, both.



CHAS. L. HAY,
Dubois, Pa.,

Chairman Committee on Trade-Marks and Patents, N. A. R. D.; First Vice-President Pennsylvania Pharmaceutical Association.

Illinois.—John I. Straw, J. H. Keeling.
Indiana.—H. E. Glick, F. W. Meisner.
Iowa.—A. H. Miles, both.
Kansas.—F. E. Holliday, L. Arderey.
Kentucky.—Addison Dimmitt, S. N. Jones.
Maine.—A. M. Robinson, both.
Maryland.—O. C. Smith, J. G. Beck.
Michigan.—A. S. Parker, A. H. Webber.
Minnesota.—H. W. Reitzke, Thos. Vogeli.
Missouri.—Thomas Layton, Paul L. Hess.
New York.—Wm. Muir, Thomas Stoddart.
New Hampshire.—F. L. Way, both.
New Jersey.—John C. Gallagher, C. J. McCuskey.
North Carolina.—W. M. Yearby, J. Hale Bobbitt.
Ohio.—Alfred De Lang, Lewis C. Hopp.
Pennsylvania.—J. C. Perry, B. E. Pritchard.
Tennessee.—J. L. Nelson, Max Blumenstein.
Virginia.—E. A. Craighill, M. J. Quattlebaum.
Wisconsin.—A. A. Pardee, Robert M. Dadde.

Commercial Relations.

Thomas Vogeli, of Minneapolis, reported verbally, on behalf of the Committee on Commercial Relations, in the absence of Chairman Charles T. Heller, submitting a letter from N. J. Bentley, a member of the committee, in which it was shown that, as the field of commercial relations would be covered by the Ex-

ecutive Committee, a further report by his committee would not be necessary. In this the chairman concurred, and no formal report was presented.

The report of the Committee on Form of Organization was then called for, and Chairman F. B. Stephens, of Toledo, was introduced. The committee suggested two changes, with a view to strengthening the executive power of the Association and assuring more effective work. These consisted of a proposed amendment to Section 2 of Article IV. of the constitution, increasing the Executive Committee to six and adding the president and secretary; and an amendment to Section 1 of the by-laws to provide that delegates appointed as chairmen on standing committees be entitled to all the privileges of membership in the Association until their successors are chosen.

There is a controversy being waged at present in the New York State Pharmaceutical Association as to the right of the secretary, who is ex-officio a member of the Executive Committee, to a vote in that committee, and it was carried into the proceedings of the national body in an adroit manner by Thomas Stoddart, of Buffalo, who asked if the president, in the event of his being made a member of the Executive Committee, would have a right to vote. Mr. Straw, of the Committee on Form of Organization, replied for the committee, stating that the proposed amendment would make him a member of the committee with voice and vote. Mr. Stoddart then observed that the secretary was to be made a member ex-officio, and asked whether he would be entitled to vote. Mr. Straw replied that the secretary would have a voice, but no vote, and so the matter was settled, to the evident satisfaction of the four members from New York City, who have been disputing the right of the secretary of the New York Pharmaceutical Association to a vote in the deliberations of the Executive Committee of that Association.

On motion of J. W. Seeley, of Detroit, consideration of the report of the Committee on Form of Organization was deferred to the next session.

The report of the Committee on President's Address was called for, and Chairman J. C. Gallagher, of Jersey City, responded with the following:

Report of Committee on President's Address.

1. The recommendation of the president regarding the Executive Committee and the duties of the president—we recommend that this be referred to Committee on Form of Organization.

2. That this association believes that every jobber in the country should pledge himself or themselves to the Association to adhere to the resolution as adopted by the Proprietors' Association of America, to limit their sales to retailers who are not aggressive cutters, and refuse all sales to department stores.

3. That this association pledge itself to oppose substitution of every kind, and to give to those proprietors who are in active sympathy with this organization their hearty support.

4. Regarding finance, your committee believes it prudent to refer this matter to the Executive Committee.

5. That this committee recommends that the Executive Committee be authorized to receive any donation from any person, firm or corporation that is actually in sympathy with the principles and objects of the N. A. R. D.

On motion, the report was adopted.

Louis K. Waldron, of Chicago, presented the report of the Special Committee appointed to consider the report of the Committee on Trade-Marks.

On motion the report was adopted.

No Action on Graduate Requirement.

R. I. Eads, of Indianapolis, chairman of the special committee appointed to

consider Professor Anderson's paper on "Pharmaceutical Education and Laws," expressed the conviction of his committee that the subject of pharmaceutical education should be left to the older and scientific contemporary of the N. A. R. D., the American Pharmaceutical Association, and recommended that this branch of the subject be referred to that body. The graduate requirement feature of Professor Anderson's report received no consideration from the committee.

On the question of the adoption of the report, President Hynson remarked that its adoption would practically amount to a recommendation that the Committee on Education should be dropped. Mr. Eads said the committee would see to it that an amendment to the constitution would be presented to do away with this committee.

Following came the report of the treasurer, presented by John W. Lowe, of New Haven, Conn. Summarized, the report showed receipts amounting to \$4,449.15; expenditures, \$3,904.98; balance, \$544.17.

The report was referred to the Auditing Committee.

The report of the committee on the secretary's report was presented by Wm. McIntyre, of Philadelphia. The report stated that the subject matter of the report had been carefully weighed, and the suggestions contained in it duly noted. It recommended the adoption of the report with the thanks of the Association for "the most admirable manner in which his work was done, and the superior intelligence and industry therein displayed." It recommended that he be amply compensated for his work; that suitable clerical help be furnished to him, and that he be provided with suitable office quarters. With reference to the controversy touched upon in the secretary's report, as now existing between the Potter Drug & Chemical Corporation, the committee made no recommendation, and left the whole matter to the Executive Committee for action.

The reading of communications was taken up next, and the following resolution adopted by the North Carolina Association was read by the secretary:

Resolutions of the North Carolina Pharmaceutical Association.

Whereas, A number of manufacturers of proprietary or patent medicines have advanced the prices of their remedies not only to the amount of the revenue stamps but in many cases largely in excess thereof; and

Whereas, Proprietary or patent medicines are being retailed by some dealers at or near the cost to the legitimate druggist, it is resolved by the North Carolina Pharmaceutical Association in convention assembled:

I. That we will not use our influence for or handle advertising matter of any remedy costing more than two-thirds of the retail price.

II. That we will use our utmost influence against any remedy that is sold to cutters in our vicinity.

III. That we earnestly request the manufacturers and jobbers to protect us by making their prices not to exceed this schedule and to refuse to supply goods to cutters.

IV. That we request the National Association of Retail Druggists to send a copy of this paper to each manufacturer and jobber of proprietary or patent medicines, or to use it in any manner it may deem best for the benefit of the retail druggists.

The resolutions were referred to the Committee on Resolutions.

A communication from the Phenyocaffeine Co., of Boston, Mass., was read and referred.

WORK OF THE EXECUTIVE COMMITTEE.

The report of the Executive Commit-

tee, which was presented by Chairman F. E. Holliday, of Topeka, Kan., was a voluminous document giving a complete review of the year's work. The report recited the division of work provided by the constitution adopted by the convention at St. Louis last year. By this, the work of organization was left entirely in the hands of the secretary, while the task of executing the policies of the convention was assigned to the Executive Committee.

Three Propositions Were Considered

by the Executive Committee after the adjournment of the convention at St. Louis. The first was embodied in a resolution requiring proprietary manufacturers to limit their sales to certain distributors approved by the Proprietary Goods Committee of the N. W. D. A., the Proprietary Association and the Executive Committee of the N. A. R. D.; that those manufacturers whose sales were mainly directed to the retail trade should not sell to the retailer at best discount, and that the jobber should limit the sale of all proprietary articles to the legitimate drug trade only, and refuse to sell to aggressive cutters and department stores.

The second resolution required manufacturers of proprietary articles the price of which exceeded \$2, \$4 and \$8 to revise their prices to conform to these figures.

The third resolution was that in which the N. A. R. D. agreed to co-operate with the Proprietary Association to secure the abolition of the war tax on proprietaries.

An Approved List of Jobbers.

With regard to the first resolution, it was stated that an agreement had been arrived at with the Proprietary Association and the N. W. D. A., and a list of recognized jobbers prepared by the joint committee. The report stated the belief of the Executive Committee that 90 per cent of the members of the Proprietary Association were now limiting the distribution of their goods in accordance with the terms of the resolution.

Firms Who Shouldered the War Tax.

As to the second resolution, the application of it is shown in the report of the secretary. A number of manufacturers promptly complied with the request of the Association to adjust their prices to the schedule named. A list of firms who reduced their prices to \$2, \$4 and \$8, in recognition of the action of the N. A. R. D., was given in the report. Among the firms named were: The Comfort Powder Co., of Hartford, Conn.; Dr. B. J. Kendall & Co., Enosburg Falls, Vt.; Garfield Tea; Johnson & Johnson, New York; Lawrence-Williams Co., Cleveland, O.; Dr. Miles Medicine Co., Elkhart, Ind.; World's Dispensary Medical Association, Buffalo, N. Y.; H. H. Zeilin & Co., Philadelphia, Pa.; Pabst Brewing Co., Milwaukee; Scott & Bowne, New York, N. Y.

Proprietors Want the Tax to Stay.

With reference to the third resolution, the committee found it impossible to secure its enforcement and had no progress to report.

The various conferences of the committee with committees of the N. W. D. A. and other associations of jobbers were fully reviewed and the good accomplished referred to. In Chicago the retail trade has been substantially benefited by the action of the jobbers in refusing, at the

request of the N. A. R. D., to supply department stores and aggressive cutters.

The St. Louis Fight.

The aggressive campaign of the subordinate member of the N. A. R. D. in St. Louis receives mention in the report. A fight, which promised every indication of success, was complicated by the enactment of the Whaley anti-trust law. Suit was brought against the druggists of St. Louis who are members of the St. Louis Apothecaries' Association by the Attorney General of Missouri and is now pending in the courts. The Executive Committee was confident, however, that there was not the slightest danger of the result being unfavorable to the retail druggists of St. Louis.

The correspondence of Secretary Wooten with the Potter Drug & Chemical Corporation, of Boston, Mass., concerning the controversy of that concern with the Western Pennsylvania Retail Druggists' Association, which was referred to the Executive Committee, led the committee to make a full investigation of the facts out of which the controversy grew, and an interview with a representative of the Potter Drug & Chemical Corporation was had in New York. Proposals looking to a settlement of the controversy were made at this interview in behalf of the N. A. R. D. and the N. W. D. A., and the representative agreed to submit the proposals and to have a response communicated promptly to the chairman of the Executive Committee of the N. A. R. D. and to the chairman of the N. W. D. A. No response to the proposals was ever made. As a result of the action of the Potter Corporation in selling cutters in Pittsburg, and in other ways violating this agreement with the National Wholesale Druggists' Association, the firm was, shortly after the conference with their representative in New York, dropped from the rebate list of the N. W. D. A.

The committee said that the cause for which druggists of Pittsburg are fighting is a common cause, and success in Pittsburg means success in similar contests which may occur in any community.

The statement made by a representative of the Potter Corporation to a reporter of The American Druggist, which was printed in the September 25 number, was described by Mr. Holliday as a duplicate of a statement made to him by the same party several months previously, and he questioned the honesty of the published statement.

The report concluded with a number of recommendations and suggestions, and, on motion, it was referred for consideration and report to the Committee on Resolutions.

RECREATION.

The session was adjourned at 12.45 o'clock, and the afternoon and evening was devoted to a trolley ride and entertainment provided by the druggists of Cincinnati, whose hospitality during the entire sitting of the convention was simply bounded by the capacity of the visitors in the broadest sense of the term.

Fourth Session.

Thursday Morning.

The sitting was opened at 10.30 o'clock by President Hynson, who announced an open session of the Committee on Reso-

lutions. Chairman Jones of the Committee was then asked to assume charge of the sitting and proceeded to read a preliminary report. The committee reported favorably upon the suggestions made in the reports of the president and secretary respectively. Action on the report was deferred until the afternoon session.

Fifth Session.

Thursday Afternoon.

The afternoon session was called to order by President Hynson at 2.30 o'clock. Before proceeding with the regular order of business, President Hynson announced the presence of Cyrus P. Walbridge, president of the National Wholesale Druggists' Association. In introducing him to the assembled delegates Mr. Hynson said that Mr. Walbridge represented a type of manhood which was particularly attractive to the retail drug trade at this time. The conditions in St. Louis, were, he said, well known to all. Before the enactment of the Whaley anti-trust law Mr. Walbridge's position and the position of his house (J. S. Merrill Drug Co.) was unquestioned, and even after the passage of this anti-trust law, Mr. Walbridge held out sternly against selling to cutters.

Address by President Walbridge.

On rising to address the gathering Mr. Walbridge was greeted with loud and continued applause. He made a very effective and telling address in which he alluded fully to the position of the firm he represented in the matter of sales to cutters, and stated that they meant to stand by the position assumed. "If the laws of the land say that we as the owner of the stock in our store have not control of that store and stock, if the laws of the land say that the State can take that stock from us and give it to any man on the face of the earth, then the laws of this land do not protect the citizens of the land." This sentiment was received with the most vociferous applause, which led Mr. Walbridge to remark that if they continued to applaud him in that way he might be led into making a speech. Something which he did not wish to do. "I am on my way," he said, "to the meeting of the National Wholesale Druggists' Association, and I am here to get the sentiment of this great organization of retailers—for it is great now—and its future greatness will depend on the wisdom of the gentlemen controlling it. I want to extend a most cordial invitation to your Association to send delegates to the Annual Meeting of the National Wholesale Druggists' Association which will convene at Niagara Falls on the 10th inst."

After a statement by B. E. Pritchard, of McKeesport, relative to the controversy between the Western Pennsylvania Retail Druggists' Association and the Potter Drug & Chemical Corporation, and the presentation of correspondence and statements relative thereto by E. C. Garber, secretary of the Association, President Hynson introduced Prof. John Uri Lloyd, who made a pleasing address, reviewing the changes in pharmacy during the past thirty-five years, which have led up to the present deplorable condition of business. A verbatim report of this interesting address will

be given with our extended report of the proceedings in the extra October number.

R. M. Dadd, of Milwaukee, then addressed the meeting and extended a cordial invitation in behalf of the Mayor and citizens of Milwaukee to hold the next meeting in that city.

Generous Offer by Pabst Brewing Co.

At this point Secretary Wooten read a communication from the Pabst Brewing Company, of Milwaukee, in which that company offered to pay to the treasurer of any druggists' association 10 per cent of the purchase price of each cask of "Best" tonic purchased by any retail druggist during the month of October, 1899. They also offered to contribute to the National Association of Retail Druggists an amount equal to 20 per cent of every cask of "Best" tonic subscribed for by retail druggists during the meeting. The orders must be filled during the month of October and reported to the Pabst Brewing Company by the wholesale druggist filling the order, and the secretary of the N. A. R. D. to furnish a list of the subscribers.

This offer was quickly taken up by the delegates of several associations. The Marion County Association, of Indiana, ordered fifty, the Western Pennsylvania Association 100, Michigan Association fifty. A number of delegates subscribed and before the convention adjourned upwards of \$1,500 had been assured to the Association.

The completed report of the Committee on Resolutions was here presented, and after a few minor changes in relation to the secretary acting as the organizer of local associations and bearing on the compensation of the Executive Committee, the report was adopted. The report will be published in full in the extra October number.

Officers Nominated.

John C. Gallagher, of Jersey City, N. J., Chairman of the Nominating Committee, brought in the following report. Every name as announced was greeted with cheers, that of the President and Secretary being especially well received.

The following were named for the several offices:

President, Simon N. Jones, Louisville, Ky.; vice-presidents, Wm. C. Anderson, Brooklyn, N. Y.; Thos. Layton, St. Louis, Mo.; Alex. M. Robinson, Bangor, Me.

Secretary, Thos. V. Wooten.

Treasurer, Chas. T. Heller, St. Paul, Minn.

Executive Committee: F. E. Holliday, Topeka, Kan.; H. P. Hynson, Baltimore, Md.; J. W. Cheswright, Pittsburg, Pa.; D. E. Prall, Saginaw, Mich.; A. Timberlake, Indianapolis, Ind.; Alfred De Long, Cincinnati, O.

On motion, the secretary cast an affirmative ballot for the nominee for president, and he was declared elected after the usual formalities. The same course was taken with the other nominees, and the entire ticket as presented was elected.

The officers were installed immediately after election, and all made acknowledgment of the honors conferred in neat speeches.

Secretary Wooten Presented with a Gold Watch.

After eloquently expressing his appreciation of the Association's approval of

his work in re-electing him to office, and thanking the delegates for their cordial reception, Secretary Wooten took his seat. At this moment Wm. Bodemann, of Chicago, rose and, requesting recognition from the chair on a question of personal privilege, he told how a year ago, when he had had the pleasure of rooming with Mr. Wooten, he noticed him before retiring for the night winding up an old timepiece which was a key-winder. He had also noticed that Mr. Wooten was frequently so tired at night, after the exertions of the day, that he did not have the energy to wind up his old key-winder. Therefore, when it was suggested that the delegates should give Mr. Wooten some token of appreciation of his loyalty, the first thing that suggested itself to him was a watch, and he endorsed the choice of the committee who had the matter in charge. Mr. Bodemann then called upon Arthur Timberlake, of Indianapolis, to step forward and make the presentation.

A Surprise.

Mr. Wooten was taken completely by surprise, and was visibly embarrassed when Mr. Timberlake stepped up and handed him a gold watch and chain, accompanying the gift with a few well chosen words, expressive of the esteem in which Mr. Wooten was held by all the members. When he recovered from his surprise Secretary Wooten feelingly replied to the many encomiums passed upon him.

A Vote of Thanks to Treasurer Lowe.

Before the Association was adjourned sine die, votes of thanks were extended to the local and pharmaceutical press, to retiring Treasurer John W. Lowe, and to the local association of druggists. Miss Fay B. Edsall, the secretary's stenographer, was given a check for \$25 with which to purchase a gift as a memento of the occasion.

A more detailed report of the proceedings and giving addresses, committee reports and resolutions in full will appear in the extra October number of The American Druggist, out on October 18.

American Chemical Society.

The regular monthly meeting of the New York Section of the American Chemical Society was held in the assembly rooms of the Chemists' Club, on Fifty-fifth street, on Friday night, October 6. The attendance was small. Among those present were Dr. C. F. McKenna, Dr. E. E. Smith, Dr. C. A. Doremus, Dr. M. T. Bogert, Dr. E. C. Pellen, Dr. A. C. Hale, Dr. A. A. Brenman, George C. Stone, T. J. Parker, Prof. A. H. Sabin, Dr. E. R. Squibb, Dr. A. P. Hallock and Dr. N. B. Hodges. Dr. C. F. McKenna, chairman of the section, presided, assisted by E. E. Smith, temporary secretary.

A paper was read by Wm. McMurtrie on the "Year's Progress in Applied Chemistry." The paper was discussed at some length. He was followed, in a short address on "Filters for Purifying Public Water Supplies," by Allen Hazen. A paper on "The Mordanting and Dyeing of Silk" was read by Rafael Granja, which provoked some discussion. Prof. C. A. Doremus then read a paper in tribute to the memory of Robert Wilhelm Eberhard Bunsen, which was listened to with much attention.

E. J. Wittenberg, of E. J. Wittenberg & Co., San Francisco, Cal., is in New York at present, stopping at the Gilsey House.

BANQUET TO MANILA HERO.

Drug Trade Honor Dewey's Pharmacist.

ARMY AND NAVY AS GUESTS.

Loving Cup for Alrik Hammar from the Pharmacists of New York.

Nearly two hundred pharmacists from New York City and vicinity gathered in the rooms of the Drug Club on Saturday evening, September 30, to do honor to the pharmacist of the "Olympia," Alrik Hammar, the youngest man in his grade in the service, whose promotion was due to distinguished services under Commodore Dewey during the trying days which followed the destruction of the Spanish fleet in the Bay of Manila.

Though the banquet was set for the hour of 8, it was a little past 9 before the guests filed into the dining-room. The guest of honor, Mr. Hammar, in the full uniform of his grade and wearing the medal of honor presented by Congress to the participants in the battle of the Bay of Manila, sat beside Dr. Brundage at a horseshoe table, with the speakers of the evening. The other military and naval guests, all of whom were in uniform, were distributed through the room, one being at each of the small tables, which were grouped irregularly about the central table.

These guests included Samuel Englander, Pharmacist U. S. N.; G. F. Holland, Hospital Steward U. S. S. "Massachusetts;" H. C. Jorgensen, Hospital Steward U. S. S. "New York;" Frederick I. Gordon, Hospital Steward League Island Navy Yard, and J. Martin, W. Aisenman and Harry J. Mittsle, Hospital Stewards U. S. A.

Below is given the menu:

Menu.

OYSTERS.

Compo Mill Ponds.

Oloroso

SOUPS.

Clear Green Turtle au Champagne.
Creme St. Germaine.

RELISHES.

Olives. Almonds. Celery. Radishes.

Haut Sauterne.

FISH.

Filet of Striped Bass, Marguery.
Pommes Parisienne.

Bordeaux Vieux.

RELEVE.

Sirloin of Beef, braise a la Beaumarchais.
Noisette Potatoes.

ENTREE.

Sweetbread pique a la St. Cloud.
French Peas.

Cigarettes.

SORBET OLYMPIA.

G. H. Mumm's

Extra Dry.

ROAST.

Stuffed Squab au Cresson.
Currant Jelly. Mayonnaise of Celery.

DESSERT.

Glace Militaire.
Fancy Cakes. Assorted Macaroons.
Roquefort and Brie. Fruits Variees.
Coffee.

Cigars.
Apollinaris.

When the coffee made its appearance, the toastmaster, Dr. Albert H. Brundage, introduced the guest of the evening with a

brief historical reference to the occasion which had made the names of Dewey and



ALRIK HAMMAR,
Pharmacist U. S. F. S. "Olympia."

of the "Olympia" household words all over the United States.

Mr. Hammar, in a modest but unembarrassed manner, expressed the surprise he felt at the honor done him by so many prominent teachers and pharmacists. He stated, however, that he realized the fact that these honors were not extended to him as an individual, but as a representative of the pharmacists of the navy, and that he was highly gratified to find that this branch of the service had so warm a place in the hearts of his fellow-workers on the shore. He felt also that the demonstration was in some sense an overflow of the patriotism evoked by his beloved commander, Admiral Dewey. He, himself, had been merely one of the humble instruments for carrying out the orders of that able commander, and felt proud to think that he had been associated with him even so remotely as he had been in an exploit which would be a matter of pride to Americans the world over and for all time. He thanked the gentlemen present for the honor done him, and the pharmacists of the navy through him, and invited them all to visit him on board the flagship.

Prof. Wm. C. Anderson responded to the toast "Our Country" with an oration filled with patriotic sentiments, rounded periods and devotion to the flag.

Prof. H. H. Rusby spoke on the subject of "Our Guest," and made special reference to the legislative work which had resulted in the promotion of the pharmacist, and contrasted the sterling integrity of the American with the corruption of the Spanish officials, which had left the Spanish vessels short of arms and ammunition at the most critical juncture. Professor Rusby then presented

A Loving Cup

to Mr. Hammar on behalf of the pharmacists of New York City and vicinity. The cup, which is a handsome affair in silver, standing some twelve inches high, is decorated in rococo style and bears a suitable inscription. Mr. Hammar acknowledged the honor done in the presentation of the cup in a few modest but appropriate words. Mr. Hammar took a sip from the cup, which had meanwhile been filled with champagne, which was then passed to and drunk from by every one present.

The toastmaster introduced Professor Remington by reference to the rifles bearing his name, but the professor, who spoke to the sentiment "The best of prophets of the future is the past," repudiated the sentiment and asserted that, far from representing a warlike weapon, he came as a representative of the City of Brotherly Love. He believed firmly in union, and he looked upon the present occasion as a particularly auspicious one, bringing together as it did under the roof tree of the Drug Trade Club the representatives of every branch of pharmacy, from the navy, the army, the wholesale houses, the manufactories, the retail stores, the journalistic tripod and the colleges of pharmacy—all united in a common cause to do honor to the representative of pharmacy in the navy. He referred with feeling to the admirable work done by Dr. Geo. F. Payne, of Atlanta, regretting exceedingly that he could not be present to participate in what might be looked upon as the culmination of his own labors. He spoke of the necessity for further effort in the promotion of the pharmacist and

said that the references made by Dr. Rusby to the practical politicians should not be taken too seriously. It was through these men, the practical politicians, that the influences needed would have to be brought to bear, and this fact should be borne in mind by all who propose to labor on behalf of the further advancement of pharmacy in the United States service.

Prof. E. H. Bartley spoke on the elevation of the pharmacist as a factor in his elevation.

Frederick T. Gordon, of the League Island Navy Yard, asked leave to read his notes on "experiences of a naval pharmacist," since he was unaccustomed to public speaking. Mr. Gordon's notes, which are most interesting, are given in full in another column.

Wm. C. Alpers, president of the New Jersey Pharmaceutical Association, spoke upon the relations of medicine and pharmacy in a most entertaining manner, his remarks being largely in the form of amusing anecdotes.

Col. John W. Lowe, of the staff of the Governor of Connecticut, who had participated in the parade, was called upon and made a few remarks on behalf of his State, giving assurance of his hearty co-operation in the future, as in the past, in any effort to secure the advancement in rank of the pharmacists of the United States service.

Samuel Englander, pharmacist, U. S. N., stationed at New York Navy Yard, testified in the most feeling manner to the services rendered the cause of pharmacy by Dr. Payne.

President R. R. Smith spoke, as representing the Manhattan Pharmaceutical Association, and Felix Hirsleman spoke on behalf of the German-speaking pharmacists of this city and vicinity.

Albert S. Wetherell, of Exeter, N. H., was called on, on behalf of the New Hampshire Association, which he represented at the banquet, and assured the gentlemen present that that association would continue to give its most active support to the efforts being put forth to raise the rank of the pharmacist.

Captain Zalinski, the inventor of the dynamite gun, who had been present, was called upon, but it was found that he had been compelled to leave early in the evening.

Popular Interest in the Dinner.

Mr. Keenan, being called upon as Secretary of the Executive Committee, announced that he had received a number of letters from various leading pharmacists throughout the country voicing their approbation of the plans to extend a banquet to Mr. Hammar, but regretting the inability of the several writers to attend. Letters in this vein had been received from Prof. John Uri Lloyd, of Cincinnati; S. A. D. Sheppard, of Boston; M. N. Kline, of Philadelphia; W. F. Root, Secretary of the Vermont State Pharmaceutical Association, inclosing a subscription, and Frank L. Way, Secretary of the New Hampshire Pharmaceutical Association, whose delegate, former President Albert S. Wetherell, of Exeter, was present. Letters of regret were also received from Joseph McMahon, pharmacist, U. S. Marine Barracks, New York Navy Yard; C. E. Reynolds, pharmacist, U. S. R. S. Vermont, and John B. Copping, hospital steward, U. S. A., Governor's Island. The following letters were read in full:

From Dr. George F. Payne.

COMMITTEE ON STATUS OF PHARMACISTS IN THE ARMY, NAVY AND MARINE HOSPITAL SERVICE OF THE UNITED STATES.

Geo. F. Payne, M.D., Ph.G., Chairman, No. 19 W. North Avenue, Atlanta, Ga.

ATLANTA, Ga., Sept. 26, 1899.

Mr. Caswell A. Mayo, Greater New York: My Dear Mr. Mayo—Your kind and much appreciated letter of the 22d at hand. It would certainly give me the liveliest pleasure to be present at the banquet to be given to Mr. Alrik Hammar, the pharmacist of the U. S. flagship Olympia, at the coming Dewey reception in Greater New York. This banquet on Saturday, September 30, 1899, will mark an epoch, as you suggest, in our successful endeavors for the advancement of the status of pharmacists in the service of our Government. The wish of the committee to honor me as one of the speakers on this happy occasion is a request with which I deeply regret that I cannot comply, as our college opens on the Monday following the banquet, and as dear I feel that it is my duty to be present. To you who have been such an earnest, brilliant worker in behalf of the pharmacists in the service of our Government I delegate the making of all proper excuses for my absence from this splendid function of the Manhattan Pharmaceutical Association, in which in honoring a pharmacist of the United States Navy they also show honor to themselves and to the whole profession of pharmacy throughout the United States.

Please propose the following toast for me:



COVER OF MENU.

"Here's to commissions for every pharmacist in the service of our Government—may the head of each department so soon realize the true value of the modern pharmacist that commissions may follow as a natural consequence."

Yours fraternally, GEORGE F. PAYNE.

P. S. I had an interview with Dr. Van Reypen last week in Washington city. He gave me much encouragement in regard to his future interest in regard to fuller official recognition for the pharmacists of the United States Navy. G. F. P.

From Henry P. Hynson.

HEADQUARTERS FIRST BRIGADE, MARYLAND NATIONAL GUARD.

BALTIMORE, Md., Sept. 28, 1899.

Mr. Thos. J. Keenan, Secretary Committee on Banquet to Pharmacist of U. S. S. Olympia. My Dear Sir—A question of wearing perplexity is upon me. Your committee's kind and thoughtful invitation has put it, and I am asking myself: "Shall I be the gay, light-hearted sergeant that I am, go to New York, have a good time and then hasten on to Cincinnati with muddled brain and confused ideas to play general in the skirmish that is bound to take place there; or shall I go westward with due deliberation, arriving in time to consult my staff, that with well-laid plans may be started the campaign for right and justice that must succeed?" Through this success will be gained an even higher position for the profession to which your honored guest belongs.

'Tis the old contest 'twixt love and duty, and this time duty has the call; she bids me stay away from you gay banqueters. Staid old Duty, she tells me, better an aching heart than an aching head. Ascetic nonsense!

During the ten years of denial and hardship, while acting as the militia hospital steward, I have all the while hoped that at last I might some day, somehow, see a military pharmacist honored, and now, when the unexpected is really going to happen, when the good community pharmaceutical of New York is going to honor itself by honoring him, I am to be denied a sight of the cheering prospect. 'Tis too bad, it is really dam—damaging to one's peace of mind.

I am sure Mr. Hammar richly deserves the distinction. To have been with the great Dewey, to have measured up to his requirements, to his demands, one must needs be great and good and strong. I should like to meet the gentleman and give him a good honest Maryland handshake. Tell him so, please.

In the glad hours of your enjoyment do not forget the great Payne—the seed he has sown will bring forth even better fruit. In my most wildly ambitious moments I have never hoped to do a tithe so much for my profession and its followers as Dr. Payne has done so generously for the heretofore neglected and poorly appreciated pharmacists of the Army and Navy.

With best wishes for the Olympia's apothecary, for you and for you all, I am,

Faithfully yours, H. P. HYNSON, Sgt. and Brigade Hospital Steward.

Finally a telegram was read

From the President of the American Pharmaceutical Association:

Ann Arbor, Mich., September 30. Greeting and honor to Alrik Hammar and the pharmacists of the United States Navy.

ALBERT B. PRESCOTT.

After a few desultory remarks by various speakers the guests dispersed, the military and naval guests testifying to their liveliest gratification in the honor done the pharmacists of the army and navy by the banquet.

General Committee.

Following is a list of the general committee which had the banquet in charge:

W. O. Allison, Henry Allen, William C. Alpers, C. A. L. Amend, Otto P. Amend, William C. Anderson, Frederick Bagoe, Gustavus Balsar, Elias H. Bartley, Irving J. Benjamin, Clarence O. Bigelow, Charles Bjorkwall, S. W. Bowne, M. J. Breitenbach, Carl Brucker, Albert H. Brundage, Hy. H. Butler, Donald L. Cameron, John Carnrick, Syd. H. Carragan, Charles Caspari, Henry A. Cassebeer, John R. Caswell, Charles F. Chandler, Charles H. Chumar, Virgil Coblentz, F. O. Collins, Thomas P. Cook, Thomas E. Davies, George C. Diekmann, Francis E. Dodge, E. C. Drobegg, William H. Ebbitt, Robert G. Eccles, Ashbel R. Elliott, Charles S. Erb, Sidney Faber, Samuel W. Fairchild, J. W. Ferrier, Charles L. Finch, E. W. Fitch, H. N. Fraser, Otto Frohwein, W. F. Fuerst, Rudolph Gies, Eustace H. Gane, John F. Golding, Oscar Goldman, Fred T. Gordon, George Gregorius, O. J. Griffin, Frederick Haas, F. H. Hammer, F. B. Hays, D. O. Haynes, J. N. Hegeman & Co., A. Henning, John Hepburn, Felix Hirsleman, Charles Holzhauser, J. L. Hopkins, G. W. Hopping, Robert Hudnut, Hy. P. Hynson, John Ihlefeld, H. T. Jarrett, Oscar Kalish, Hugo Kantrowitz, Thomas J. Keenan, Edward Kemp, A. P. Kerley, Nelson S. Kirk, Oscar Klein, Jr., Joseph Leeming, Benjamin Lillard, B. V. B. Livingstone, J. U. Lloyd, Henry C. Lovis, Thomas J. Macmahan, John McKesson, Jr., Thomas F. Main, Daniel C. Mangan, George Massey, William M. Massey, Caswell A. Mayo, Thomas D. McElhenie, Edward L. Milhau, Henry C. Miner, J. F. Morrissey, Jr., William Muir, John Oehler, George Neidlinger, Adrian Paradis, Charles W. Parsons, George F. Payne, Charles J. Perry, John M. Peters, Gustavus Pfingsten, Henry Platt, Albert Plaut, A. B. Prescott, William J. Quencer, Gustavus Ramsperger, George Ramsey, E. J. Rave, Wilbur F. Rawlins, H. D. Robbins, Arthur J. Reeder, Joseph P. Remington, C. H. Reynolds, Charles Rice, H. H. Rusby, E. A. Sayre, William Jay Schieffelin, Henry W. Schimp, M. F. Schlesinger, George E. Schweinfurth, Hugo Schweitzer, George J. Seabury, A. C. Searles, F. H. Sloan, Reuben R. Smith, Edward R. Squibb, John H. Stead, F. E. Stewart, Ernest Stoffregen, Clarence G. Stone, Theodore E. Studley, Edward J. Sultan, S. V. R. Swann, Frederick P. Tuthill, Theodore Weicker, W. Hull Wickham, Seward W. Williams, William Wilson, Timothy L. Woodruff and T. V. Wooten.

The details of the arrangements were in the hands of the following

Executive Committee:

Dr. Albert H. Brundage, chairman; Thomas J. Keenan, secretary; Charles S. Erb, treasurer; Wm. C. Alpers, Geo. C. Diekman, W. H. Ebbitt, Fred I. Gordon, Felix Hirseman, Wm. Muir, Thos. J. Macmahon, Clarence G. Stone, R. R. Smith, Hugo Schweitzer, Geo. E. Schweinfurth, Frederic P. Tuthill.

PHARMACIST HAMMAR.

The Man and His Work.

As soon as the "Olympia" anchored off Tompkinsville, Staten Island, on Wednesday morning, September 27, an American Druggist representative boarded her to convey to Pharmacist Hammar the news that the drug trade of New York and vicinity proposed to welcome him back to the United States at a banquet to be given by the drug trade in his honor on Saturday evening, September 30.

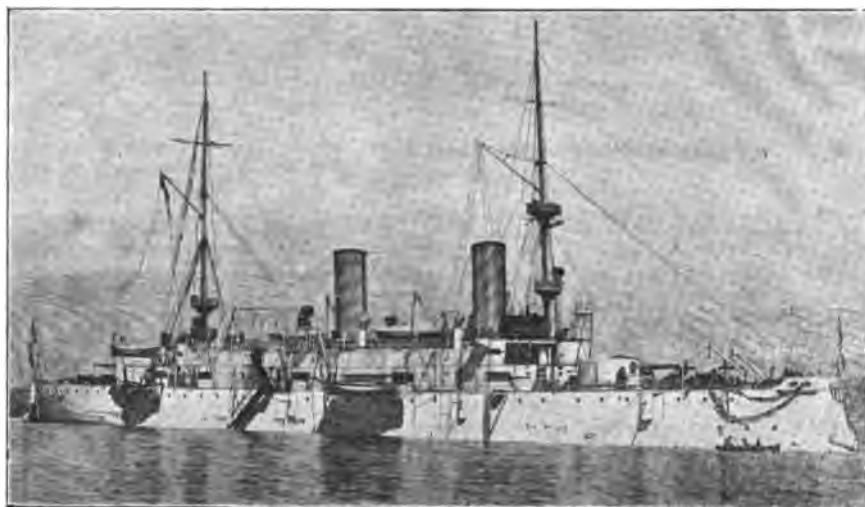
As I mounted the gangway Mr. Hammar extended a welcoming hand, saying "You cannot imagine how happy I am to see you, for you are the first to welcome me back." Leading the way through the intricate dark passages which characterize the gun-deck of a modern man-of-war, Mr. Hammar conducted me into a neat little stateroom very much resembling the staterooms of the average trans-atlantic liner both in size and in the simplicity of its fittings. The furniture consisted of two comfortable wicker chairs, a tall chiffonier, the top of which was littered with photographs, beer steins and Japanese and other curios; and an iron washstand. An unopened box with the label of a London tailor on it occupying one of the two berths which filled one side of the room, showed that like his great chief, Admiral Dewey, Mr. Hammar is not above vanities of dress.

Arik Hammar does not look his thirty-seven summers. He is very tall and has a broad and well filled frame. His manner is suave, alert, agreeable. He speaks with a foreign accent which under excitement becomes quite marked. His face indicates much native intelligence, and his life on the Asiatic station, where he has been for twelve years, save for a brief visit to the Pacific coast in 1894, has given him a wide and varied experience with many men of many kinds, the results of which are evident in his ease of manner and self-possession.

As we sat gazing through the narrow porthole at a disk of sky bisected by a boat fall, with the shrill whistle of the boatswain calling away boat's crews, and the blare of trumpets from time to time breaking in on our chat, Mr. Hammar told of the stirring times when Dewey made history in Manila Bay.

For twelve years Mr. Hammar has been on the Asiatic station, shifting from one ship to another as the various vessels were ordered home, until in 1897, when he relieved Ernest C. Jaeger as apothecary of Commodore Dewey's flagship, the "Olympia." It was the former and not the latter, as previously stated in this journal, who was the original apothecary of the "Olympia" when she first went into commission on February 5, 1895. Mr. Jaeger, by the way, is now acting as pharmacist for the firm of Clark & Price, Neosho, Mo.

"Yes, it has been twelve years since I



ADMIRAL DEWEY'S FLAGSHIP "OLYMPIA."

was last on Broadway," said Mr. Hammar, "and even from this distance I can see that the sky line of lower New York has changed wonderfully during that time. I could, of course, have come back with the Yorktown in '96, but when a man once gets accustomed to life on the Asiatic station and has no family ties to bring him back

He feels the East a-callin' and the glamour of it keeps him enthralled.

"The life out there is different from what it is here, and the difference is greatest in the lower grades of the service. The apothecary is, as you know, only a chief petty officer, and does not amount to much in the estimation of the public when ashore. In the East, however, the mere fact that he wears Uncle Sam's uniform gives him a better standing than he enjoys in the United States, and makes life on the Asiatic station more enjoyable socially than on the North Atlantic station.

My First Glimpse of Our Admiral

was when I joined the 'Olympia' at Chefoo, I believe, and our first war service came when, in February, we were at Hongkong. There we received orders to procure an abundance of supplies so that we should be ready for war should it come. The 'Olympia,' being the flagship of the fleet, carried the fleet surgeon, besides two other surgeons, and it was under his direction that all the medical and surgical supplies were purchased. We bought our supplies in the open market, but privately so as not to attract unnecessary attention, and the care of the medical supplies for the entire fleet devolved in a large measure on me. Nominally Commodore Dewey himself purchased the supplies, for he was responsible for these as he was for everything else connected with the fleet. Purchases were really made, however, by myself under the immediate direction of the fleet surgeon. As flagship we carried not only our medical supplies but reserve supplies to be drawn on as needed by the remainder of the fleet.

Passing Corregidor.

"The story of our sail to Mirs Bay and from thence to Subig Bay and finally into the Bay of Manila has been told so often and from so many different points of view that I can add nothing to it. We

had cleared ship for action in Mirs Bay, throwing over everything inflammable which could possibly be spared, even to the wooden partitions, chairs, desks and tables, and as we sailed in past Corregidor Island at midnight every man was at his station. The 'Olympia' being unarmored, no effort was made to fit up an operating room in a protected position, and operating tables were set up and the surgical instruments laid out in the sick bay forward and in the ward room aft, the fleet surgeon, an assistant and myself taking post in the sick bay, while the surgeon with a staff of baymen took post in the ward room. As we steamed rapidly into the bay not a light was shown, the battle ports were closed down fast, and all waited in silent expectancy for the first gun which boomed out from the heights above us just after the 'Olympia' had passed, the shell passing midway between our ship and the 'Raleigh.' After a few shots in return, the speed of the ships not being checked, all became quiet on the island, and word was passed to the men to lie down at their stations and sleep.

"To most of us this was impossible on account of the high nervous tension under which we were. I laid myself upon the dispensing counter, smoked, took an occasional cup of coffee, which was passed about freely, and chatted about the prospects of the morning.

When the Fight Began.

"The gangway to the forecandle deck is just outside the door of the dispensary, and as the dawn came up across the bay the two surgeons and myself stood in this gangway looking out at the Spanish fleet lying in the bay of Cavite. The Spaniards began firing wildly both from forts and fleet long before we came in range, but the whole scene looked so much like a picture that we felt no personal interest in it until our Commodore gave the word to Captain Gridley to commence firing. With the first shot of the forward eight-inch guns we felt that the battle had really begun, but so intent were we in watching the effects of our shot that I failed to observe that the turret had been swung around so that the guns were pointed almost above the spot on which I stood, being trained nearly dead ahead. This oversight on my part has cost me the hearing of my right ear, for as the gun was discharged I was knocked sense-

less for a moment, and when I recovered myself in the sick bay found that I was practically deaf, though the hearing of the left ear has since returned.

Not a Man on the Sick List.

"As you know, the 'Olympia' came out unscathed from the battle. When we went into action there was not a single man upon the sick list, the prospects of a fight cured even the most inveterate malingeringer, and while a number of minor accidents occurred during the progress of the battle, such as the smashing of thumbs, bruising of toes, etc., from the eagerness with which the guns were worked and the hurry with which ammunition was being passed, we came out of action without a single man upon the sick list, all having recovered sufficiently to return to duty. The most serious case we had was that of a fireman overcome by the heat, but even he was on his feet again before the firing ceased. There being so little to do in the sick bay the surgeons and myself spent most of our time watching the progress of the fight through the forward gun ports, two six-pounder rapid-fire guns being located almost at the door of the dispensary. The sight was a thrilling one, and the continuous jar that ran through the ship as the different batteries spoke kept one's nerves continually tingling.

"It was a singularly fortunate thing for my department that the fighting was done so near shore, for otherwise we should have been called upon to care for the Spanish wounded. As it was, the wounded were all cared for in the Spanish naval hospitals at Cavite, and our stores were not drawn on at all. Detachments of marines were landed from the fleet each day to guard the navy yard, but as these men returned to their ships after each tour of duty on shore the apothecaries were not called upon to have any immediate connection with the naval hospital, all our sick being treated on our own ships. The close confinement on board ship to which we had to submit from the 1st of May until the arrival of the troops and the capture of Manila was very wearing. The weather was oppressively hot, and on account of the prevailing conditions we were required to keep our port holes closed for the greater portion of the time, thus making it almost impossible to sleep below deck, while the upper decks were crowded with officers and men seeking a breath of air.

"At last Manila was captured and we were allowed shore leave occasionally. All your readers know probably better than I can tell them of the conditions existing in Manila after the evacuation by the Spaniards. The filth of the streets was something almost indescribable.

Personal Adventures.

"As to personal adventures I had none, unless it was possibly in coming into the lines at Malolos before the Filipinos had retreated, which brought me under fire within close range for some little time. I had driven out there in a native cab, and dismounting walked forward to join the American troops, when I came across a small group of men standing about a corpse, which I recognized as that of Prince Lowenstein, a volunteer aid on the American side, who had so constantly and recklessly exposed himself to the fire of the enemy as to induce the belief that he was practically seeking to commit suicide. Pressing on a little

further I found myself under fire, and, dropping into a trench alongside an Oregonian, I picked up a rifle and cartridge belt and proceeded to pump lead into the Filipino ranks with probably a great deal more enthusiasm than accuracy. It was here that I picked up this Honitoria shell. It is a 5.9 inch shell, and had quite recently been fired at the American troops but failed to explode.

"The remainder of my stay in Manila Bay was almost wholly devoid of interest save for occasional visits to the lines, where I had a little rifle practice from time to time. The ordinary routine was somewhat varied by the fact that the fresh supply of medical stores sent out from San Francisco on the transports were stored at the arsenal in Cavite, and as we kept the keys of the store-room on board the 'Olympia' I had to go off to the arsenal whenever any requisitions were made by the other ships for stores which we could not furnish from the 'Olympia' itself.

"A break came, however, on September 28, last year, when I received formal notice of my promotion to the rank of pharmacist, thereby becoming a warrant officer. This promotion coming, as it did, unexpectedly, quite upset me, and I felt like treating everybody on board the ship, and came very near doing so.

"Our trip home has been a perfect triumphal procession. At Singapore our ship was received with the highest honor. Similar courtesies were extended at Colombo, Ceylon, where the India and Ceylon Tea Planters' Association gave every man and boy on board ship a five-pound caddy of tea, while Sir Thomas Lipton supplemented this gift by ten pounds additional to each officer, so you can see our mess is very well supplied with tea.

"When we reached the Mediterranean we were treated most liberally in the way of shore leave, and I had an opportunity to see a good deal of the leading cities of Southern Europe, though unfortunately I did not get an opportunity to run up to Paris. Those steins which you see on the chiffonier are souvenirs of our trip to Munich, which I took while the ship was in the port of Trieste.

"There goes the mess call. I should be pleased to have you join me at tiffin, though I can only give you sea stores, since we have not any fresh stores on board yet.—Boy, go make one placee table chop chop." This last to the servant boy who appeared to announce that tiffin was served.

A Tiffin on Sea Stores.

The warrant officers' mess comprises the gunner, the carpenter, the chief boatswain and the pharmacist. The mess room is a little larger than the ordinary state room, and has a miniature refrigerator and sideboard in it, and a table at which, on a pinch, six can find a place, but which is comfortably filled with five. Here the Japanese steward and a cook served a luncheon in courses comprising cold ham, boiled tongue with sauce tartare, followed by navy hash made with canned corned beef (not the army beef), really about the best form of hash that is known to the culinary art, preserved peaches and coffee. This, with a glass of lachryma christi and of Italian champagne, made a tiffin at which the average shore-going pharmacist would by no means turn up his nose.

After a turn about the decks and a

glimpse of Admiral Dewey in full regalia receiving official visits from high potentates in military and naval circles, including General Merrit and Rear-Admiral Philip, I went over the side convinced that the promotion received by Mr. Hammar was well deserved and that he would do honor to the position which he now fills.

NEW YORK CITY.

Dr. J. H. Bird, of Parke, Davis & Co., has returned from his trip to the other side.

T. Larkin, of Larkin & Schaffer, of St. Louis, was at the Holland House during the Dewey festivities.

John Fulton, Jr., of Stallman & Fulton, this city, has returned from a vacation spent at Greenwood Lake, N. J.

W. H. Nephan, of Martin & Stallman, returned recently from his trip to Cuba, where he spent several months, with very satisfactory business reports from that island.

Robert Murphy, connected with H. B. Merchant & Co., Clinton, Mass., and Wm. A. Gifford and wife, of P. S. Brown & Co., Fall River, Mass., were recently in this city.

J. P. Frawley, of Bangor, Me.; Geo. J. Loeffler, Hartford, Conn.; J. C. Brady, Fall River, Mass., and C. E. Mayo, with W. L. Wood, Pawtucket, R. I., were all in New York for the Dewey celebration.

Carl Schmidt, of Cleveland, O.; P. W. Bierslein, Shenandoah, Pa.; J. Robertson, clerk at C. T. Bosworth Co., New Bedford, Mass., and Sam Neill, of Geo. C. Goodwin & Co., Boston, spent several days in this city recently.

Thomas Riley, of the firm of Clark, Riley & Co., who supply only the drug trade with fine liquors; Frank I. Pierson, Leominster, Mass., and Peter McCormick, of Downey & McCormick, Charlestown, Mass., made up one party who spent a vacation in Atlantic City, passing through New York on their way thither.

Albert S. Wetherell, of Exeter, N. H., former President of the New Hampshire Pharmaceutical Association, came down to participate in the festivities incident to the Dewey celebration, and brought with him his son. Mr. Wetherell attended the banquet to Dewey's pharmacist, Mr. Hammar, and was later shown over the Flagship "Olympia" by Mr. Hammar.

Among the prominent visitors to this city during the Dewey festivities were Col. Jno. W. Lowe, of New Haven, Conn., treasurer of the National Association of Retail Druggists, who took part in the Dewey parade as a member of the staff of the Governor of Connecticut. The Colonel was one of the speakers at the banquet given to the pharmacist of the "Olympia" at the Drug Club.

DRUGGISTS COME TO TOWN.

An unusually large number of druggists have visited the city during the past fortnight, most of them being drawn by the joint attractions of the Dewey parade and the international yacht races, while some have paid strict attention to business and did not wait over to see either event. Among those visiting the city during the past fortnight we notice the following:

F. G. Meyer, of the Meyer Bros. Drug Co., St. Louis, Mo.; George F. Farman, B. Schrouder and B. E. West, of Grand Rapids, Mich.; A. S. Van Winkle, of Hornellsville, N. Y.; Clinton E. Worden, of C. E. Worden & Co., San Francisco; F. K. Stearns, of F. Stearns & Co., Detroit, Mich.; D. R. Noyes, of Noyes Bros. & Cutler, St. Paul, Minn.; C. H. Talcott, of Talcott, Frisbe & Co., of Hartford, Conn.; F. M. Fisk, manager of the London branch of Parke, Davis & Co.; W. Edwards, of Baltimore; J. W. Kearny, of J. Watts Kearny & Sons, New Orleans, La.; Adam Hoffman, of Cleveland, O.; C. J. Boyle, of Dubois, Pa.; W. A. Hover, of Denver; Frank T. Trau, of Waco, Tex.; Cornelius N. Ray, general manager of the Ray Chemical Co., Detroit, and Dr. Coonley, of the Coonley Medicine Co., Detroit; Edward Malinckrodt, of the Mallinckrodt Chemical Co., St. Louis; J. C. Wangler, of Wangler Bros., Watertown, Ia.; C. C. Dieudonne, successor of the E. P. Mertz Co., Washington, D. C.; E. C. Shepherd, manager of the Matthei Drug Store, Martinsburg, W. Va.; Dougherty Bros., Indiana, Pa., and J. C. Brady, of Fall River, Mass.

Opening of the New York College.

No formal exercises accompanied the opening of the regular fall session of the New York College of Pharmacy. The first lecture of the session was delivered before the senior class on Monday, October 2, by Prof. Geo. C. Dickman. The number of seniors in attendance is about 125, about the same number as in attendance last year. The junior class numbers 176, being an increase of 20 over the number attending last session.

An Alumni Lecture.

Rev. Dr. McArthur will lecture before the Alumni Association at the New York College of Pharmacy on Wednesday evening, October 11, at 8 p. m., on "Our New Possessions in the Philippines." The lecture will be illustrated by stereopticon views, and it is expected that Alrik Hammar, the pharmacist of the Olympia, who took part in the destruction of the Spanish fleet in the bay of Manila, will be present and meet the members of the Alumni Association. All pharmacists are invited to attend.

The Brooklyn College.

The fall session of the Brooklyn College began on September 25, the attendance being the largest at any time in the history of the institution. The increase was especially noticeable in the junior class. The first day was devoted to a botanical excursion through Forest Hill Park under the guidance of Prof. A. P. Lohness.

WESTERN NEW YORK.**Delegates Leave for Cincinnati.****The College Opens.**

Buffalo, Oct. 5.—There has been some complaint lately among the retail druggists on account of the long spell of cold and rainy weather, which shut off the soda fountains and notion buying and did not increase the prescriptions. Some druggists note that the doctors have apparently felt the depression, as they took the advantage of a percentage by getting their own orders filled. Still business in the pharmacies is better than it was and the feeling of despondency that has prevailed to a considerable extent during the dull times is pretty generally gone. Even the menace of the department store is not given much attention now. The signs are all better than they were.

To Attend the N. A. R. D. Meeting.

Thomas Stoddart, the representative of the Erie County Pharmaceutical Association, has gone to the Cincinnati convention accompanied by J. B. Todd, secretary, and Thomas Dalton, treasurer, of the State Association, who kindly came here in time for a short stop-off and conference with local druggists over the situation. Though no exact instructions were given Mr. Stoddart as to the wishes of the local druggists, there was an informal meeting on the subject, and he will be heard from before the convention closes. No report of the conference was given out, but it is known that the county association does not like the system of representation in the N. A. R. D., where an association with half a dozen stores

behind it has an equal vote with a Buffalo delegate, with a hundred constituents. It is felt that some change in the form of representation ought to be made if the majority is to rule.

Trade Better in Rochester.

Rochester, N. Y., Oct. 10.—There is a decided improvement in the drug trade in this city. There is, to be sure, the usual falling off in the sale of soda water, but this is more than offset by the increased sale of the more stable stock in trade. The fact that druggists are beginning to place their orders for holiday goods goes to show that they are looking forward to a good fall and winter trade. It is a pleasure to see the smile of satisfaction that will creep over the face of a representative of one of the large dealers in holiday goods when he has taken down a fine order for goods in that line and thinks of the "turn down" the other fellow is sure to get. It is not a smile of revenge, but one of real triumph, and, as he closes the door behind him and squares himself for another attack, he repeats in under breath:

Thrice armed is he who hath his quarrel just,
And four times he who gets his blow in fust.

MASSACHUSETTS.**Charles M. Nixon Reappointed on the Board.**

Boston, Oct. 5.—It was thought at one time that Charles F. Nixon, Ph. G., who was appointed last spring as successor to Henry M. Whitney on the Board of Pharmacy, would be ineligible for reappointment. Speculation on this subject has been set at rest, however, by the recent action of the Governor, who took the initiative and appointed Mr. Nixon for the full term. Despite this action of the executive, there are many who still maintain that the appointment is decidedly questionable from the legal standpoint. But the Governor undoubtedly had an opinion from the Attorney General which supports the action taken, but, even at that, the law must have undergone some twisting. Under the strictest construction of the statute bearing upon this point, it is difficult to see how Mr. Nixon can serve out his full term, for the law distinctly says that "no person shall serve hereafter as a member of said board for more than five consecutive years." The portion of the law bearing on this matter of appointments is as follows: "Appointments to fill vacancies occurring from expiration of terms of office shall be for five years from the first day of October in each year, and no person shall serve hereafter as a member of said board for more than five consecutive years, provided that the members of said board shall continue to hold their offices during the terms for which they were severally appointed." It is conceded on all sides that Mr. Nixon's appointment is one of great excellence, that he has proven a valuable member of the board and that he will continue to do sterling work while a member of the organization.

BOSTON NEWS NOTES.

James W. Tufts recently shipped new fountains to S. B. Roos and W. C. Draper, both of this city, and to W. L. Hawkes, York Harbor, Me.

The '99-1900 term of the M. C. P. opened on Sept. 23 with an excellent attendance. The entering class will undoubtedly be larger than for some years past.

ILLINOIS.**Special Car Leaves for Niagara Meeting.****CO-OPERATIVE JOBBING COMPANY FORMED.**

Chicago, Oct. 6.—The special car arranged for by The American Druggist to take delegates to the Niagara Falls meeting left here Thursday evening, October 5, via the Lake Shore road, for the scene of this year's meeting place of the N. W. D. A. A jolly party that assembled here from all parts of the Northwest were in the car and will return in it at the close of the meeting. Among those who took advantage of traveling in the convenient manner offered them by The American Druggist are the following: M. E. Sherman and wife, of the Des Moines Drug Co.; Messrs. Eliel, Tunal and Merriem, of the Lyman-Eliel Drug Co., Minneapolis; A. Bauer, of Bauer & Black, Chicago; J. J. Kearney, of Stearns' Electric Paste, Chicago; Harold Sorbey, of the Pasteur Vaccine Co., Chicago; Gideon O. Searle, of Searle & Hereth, Chicago; F. H. Bahnsen, of Hartz & Bahnsen, Chicago; former President Weller and family, of the Richardson Drug Co., Omaha, and many others.

A Co-operative Jobbing Company Formed.

The Illinois Drug Co., an association of local retailers who are trying to escape the "tyranny" of the manufacturer and wholesaler, appear to be doing a booming business at their headquarters, 207 Kinzie street. The concern is operating with a capital of \$10,000, and the stockholders are 104 dealers, representing 130 different stores, whose custom has been taken out of the usual channels within the last thirty days.

Frerksen Held on Bail for Action of Grand Jury.

Richard C. Frerksen, a dealer in druggists' supplies, at 1201 West North avenue, was held to the criminal court today by Justice Wolff, on a charge of criminal libel preferred by Attorney Kitt Gould, who, as the representative of the State's Attorney, has been engaged in prosecuting alleged violators of the State Pharmaceutical laws. The basis of the accusation of criminal libel was an affidavit said to have been circulated by Frerksen impugning the character of Attorney Gould. Frerksen was held under \$600 bonds, and he secured bondsmen immediately and was released to await the action of the Grand Jury. While the case in the justice's court was directed against Frerksen alone as a test, it is understood Mr. Gould will seek the indictment of a number of others against whom he makes similar charges, when the matter reaches the Grand Jury.

Druggist Allen Honorably Acquitted.

When the case against Druggist Chas. S. Allen, charged with violating the prohibition restrictions of Hyde Park, was brought to trial, Mr. Allen presented affidavits and testimony showing his innocence. The case was immediately dismissed, and the charge has been dropped.



Our Portrait Gallery.

[Contributions for this column are invited. For available articles dealing with the news of traveling salesmen payment will be made.]



GEO. H. NEIDLINGER,
Of Neidlinger Bros., New York.

While a member of the firm of Neidlinger Bros., which is now composed of his father, William Neidlinger, and himself, George Neidlinger is still entitled to recognition as a traveling man, for he makes it a rule to see every customer of his firm at least once during every year. This is accomplished by trips at irregular intervals made as convenience dictates. Mr. Neidlinger is a native of Brooklyn, and as may be seen from his photograph is still a young man. His first business experience was in the office of the Hammerschlag Mfg. Co., whom he afterwards represented on the road for seven years, traveling over fifty thousand miles a year on railroads alone, not to mention the distance covered by steamboats and private conveyance. In 1892, Philip Neidlinger, one of the original firm of Neidlinger Bros., which was founded thirty years ago by Philip and William, desiring to retire from business, his nephew, George, bought out his interest in the druggists' sundries and glassware business. As soon as he had familiarized himself with the stock, Mr. Neidlinger again took up the grip sack and for six years called upon the trade in the vicinity of New York. During the past year, however, he has devoted most of his time to inside work, though as indicated above, he still makes it a rule to see every customer at least once a year. Mr. Neidlinger is an expert amateur photographer, and has a collection of lantern slides of his own preparation which are highly artistic, and with which he frequently furnishes entertainment to his friends. He is an earnest worker in the church and associate superintendent of a Sunday school, which has an attendance of over five hundred. He is quick, both physically and mentally, and has a host of warm friends and admirers in and out of the drug trade.

Items of Personal Interest.

The firm of Mulhens & Kropff, of 35 and 37 White street, New York, importers of the famous "4711" line of colognes, soaps and extracts, have secured the services of D. B. Chandler to represent them in the country west of the Alleghenies, with Chicago as a pivotal point. Mr. Chandler is well and favorably known to the larger retail drug accounts in this section, and

his connection will undoubtedly be valuable in bringing new business to his present employers. Samuel J. Kramer, who has for the past seventeen years represented the house in the West, has now been transferred to New York, where he will call upon the trade of the metropolis and vicinity.

S. M. Felton, Lehn & Fink's Boston representative, was among those who came to the city to see the Dewey celebration.

BOSTON. C. G. Euler, representing A. Chiris, essential oils, New York, has been visiting the trade hereabouts, pushing his specialty. He is an expert in this line.

Rudolph Wirth, who does such artistic work for E. Fougere, of New York, has been visiting the Hub again. No drummer comes oftener, or is more welcome, than is Mr. Wirth.

J. P. Sheehan, of J. H. Sheehan & Co., of Utica, N. Y., is a new hand in this vicinity. He is introducing this firm's specialty, malt whiskey.

W. J. M. Shepard, who travels for F. S. Cleavers & Sons, England, has been calling upon the trade in the interest of this firm's toilet soap.

BUFFALO. The traveling salesman has been very numerous in the drug trade of late, mostly a very busy man and reporting business good as a rule. It may be said with safety that the outlook for a strong fall trade is everywhere good.

Among those of the trade who are with us in Buffalo this week is Edgar Rockfellow, who comes in the interest of the perfumery house of Colgate & Co., with always acceptable goods behind him.

F. H. Von Boemle, whom I do not recall meeting before, is also here this week, looking after the trade of the Mechanical Rubber Company of Cleveland, and doing a good business.

C. L. Gleeson, representative of the Detroit manufacturing house of Parke, Davis & Co., was lately with us looking after the business that the local office of the company does not cover.

I met A. C. Fay, who covers this field for Dabrook's Perfumes, in one of the city retail stores the other day, and can now speak with authority of the excellence of his specialty.

J. L. Fonda, who comes this way with the goods of the brush-importing house of George R. Gibson, of New York, is due here this week, and is safe in reckoning on a good trade.

A. J. Cooley, who takes the place of Edmund Eckart in the interest of Gerstendorf Bros., powders, paints and brushes, is on the Buffalo round this week.

F. C. Moore, one of the regulars in the drug trade, spent a season here early this month in the interest of the R. Hillier's Son Company, importers and millers of drugs.

ROCHESTER. E. M. Barrett was in Rochester September 26th, with a complete line of samples of rubber goods from Hodgeman Rubber Co.

Fred. P. Hinkston continues to make his weekly calls on Rochester druggists.

The old and reliable house of Max Zeller is kept well in line by its energetic salesman, Chas. Siller.

C. M. Badgley, who has been doing business here for Chas. Pfizer & Co., left town a short time ago, after securing some good orders for their chemical products.

W. H. Hooker, representing W. H. Hooker & Co. and S. C. Wells & Co., has just left town after securing some fine orders for Shilo's Cure and Acker's English remedies.

Whitall, Tatum & Co. always receive some fine orders from Rochester when William Foster Rowe visits the trade here.

"I propose visiting your city on the 28-29 Sept.," is the concise yet direct way in which Edgar Rockfellow tells the druggists he is coming in the interests of Colgate & Co.

O. J. Snow, who works very carefully for the interest of Chas. W. Snow & Co., has just finished his regular trip among the druggists in this vicinity.

PHILADELPHIA. The Beeman Chemical Co., of Cleveland, has been ably represented here by M. P. Lent, who has just departed with a number of good-sized orders.

H. A. Vernier, representing Henry B. Platt, of New York, has been drumming up trade in this city and seems satisfied with the results.

Another gentleman whom we are always glad to see is Fred. A. Fenno, who comes here in behalf of Wallace & Co., of New York. He is due here now, and orders are being held for him.

Eugene Haverstick, the junior resident agent of Colgate & Co., of New York, is recovering from a severe attack of pneumonia. He has been ill for two months, but is doing so well that he hopes to be able to attend to business again in about two months.

A. B. Rich, who represents Smith Bros., of Poughkeepsie, N. Y., has not yet shown up this season, and we are waiting for him.

C. M. Edwards, of Gilpin, Langdon & Co., of Baltimore, has returned to Philadelphia from a business trip through New York State.

Frank H. Macartney, is pushing Lettuce Tablets and Acme Cough Drops for the Wolff Chemical Co. of this city.

CHICAGO. Robt. A. Johnston, of Cincinnati, has recently taken hold of the local field in the interests of Putnam, Hooker & Co., of Cincinnati. Mr. Johnston is making many friends in his new field.

J. W. Van Praag, representing the Ideal Rubber Co., of Brooklyn, visited the Chicago trade during the closing days of September, and had as many good caoutchouc yarns to tell as ever.

J. Manheimer, of Manheimer & Eden, New York, was scenting the city with his presence during the week.

G. S. Leiner, representing M. Leiner, of New York, in his tail-twisting specialties, was in the city late in September.

Herbert Pietzsch, representing J. Marsching & Co., New York, was in town just in time to help out the color effects for the Fall festival.

W. Ehlers, of Shrader & Ehlers, New York, was rubbering hard among the trade here toward the end of September.

A. D. Tyson, the Iowa and Illinois salesman for Johnson & Johnson, has retired from the field, and W. B. Stout, of Kansas City, has succeeded to the position.

C. B. McCall, the Minneapolis representative of Wm. R. Warner & Co., is in town for a few days. He reports business in the Northwest in excellent condition.

W. A. Fogarty has joined the staff of Sharp & Dohme, and is doing the West Side for the house.

T. V. C. Phillips, of the Farbenfabriken of Elberfeld Co., has been visiting the trade in Chicago in the interests of their line of synthetics, which is constantly growing in popularity.

ST. LOUIS. Mr. Marshall, of the Abbey Effervescent Salt Co., which opened up here on the first of the month, says prospects are very bright, and he will go out on the road for the firm in the near future.

Mr. Leich, manager of Burkhardt's Vegetable Compound, of Cincinnati, has been spending a few days in this city. He recently returned from Europe where he has been placing their preparations upon the markets of England, Germany and France. He says they met with very good success over there.

Wm. J. Schall, who has been traveling in the interest of Malt-Nutrine for the Anheuser-Busch Brewing Association throughout the West, is at home sick in bed, and it will probably be some time before he can go on the road again.

Harry Severson, representing Hance Bros. & White in this territory, has just returned from the Bellville, Ill., Street Fair, where he had two men sampling the trade with Frog In The Throat, and small souvenir frogs. He says they distributed 30,000 samples in three days.



Review of the Wholesale Drug Market.

It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.

NEW YORK, Oct. 10, 1899.

Condition of Trade.

NOTWITHSTANDING the interruption to business caused by the two days' holiday devoted to the reception of Admiral Dewey by the city, the aggregate business done during the past fortnight has been very satisfactory indeed. One of the most cheerful features of the transactions is that the majority of them were made upon a rising market, the only really important decline having been that of quinine. This drug, which has long been the football of fortune, has a way of following very promptly all declines in bark, and following very slowly all advances in the crude material. The result is that the manufacturers very frequently find themselves selling low-priced quinine made from high-priced bark, which is a thing not cheerful to contemplate. Opium, which ordinarily offers room for some interesting comment, has been almost at a standstill during the period under review, and its future still remains in doubt, though there is a growing conviction that when a change comes it will not be toward a higher plane of prices. The entire line of American roots seems to be in a very firm position, and the only questionable point in the position of these roots is that of senega. It is the general belief that considerable quantities of senega are being held in the Northwest. Whether the Minneapolis syndicate can maintain its grasp of the situation remains to be seen, but so far they have been most successful in controlling it. The jobbing demand in almost all lines has been exceptionally good, and it would seem that the long-looked-for golden era of prosperity has at last arrived for the drug trade. The details of such market changes as have occurred are given below:

HIGHER.	LOWER.
Buchu leaves, short.	Alcohol.
Balsam fir.	Ipecac.
Castor oil.	Linseed oil.
Cocaine.	Quinine.
Coca leaves.	
Ergot.	
Glycerine.	
Golden seal.	
Gambier.	
Senega.	

DRUGS.

Alcohol has eased off slightly in price under the influence of sharp competition, and we quote \$2.42 to \$2.44 for grain, less the usual discount. Wood continues ac-

tive at the unchanged quotation of 75c. for 95 per cent.

Acetanilid is in good consumptive demand, and quotations are fairly uniform at 23½c. to 25c.

Buchu leaves show the influence of the troubles in the Transvaal, for our stocks of short buchu are drawn almost exclusively from South Africa. Prices have been advanced to 19c. to 22c. for short buchu, and only limited offerings appear on the market at these figures. Should war be declared, there is a possibility of a still further rise in price.

Balsams: Fir, Canada, has stiffened up decidedly under the influence of brisk consuming demand, and \$1.95 to \$2 is the figure now asked, an advance of 5c. Oregon remains unchanged at previous quotations of 95c. to \$1. Copaiba is active in a jobbing way, with steady values, at our previously reported range of 35c. to 37c. for Central American.

Cantharides have maintained firmly the position reported in our last, the demand being rather better than the supply. Ruling quotations for Russian are 47c. to 48c., at which figure holders are very firm. Chinese rules some 3c. lower than the Russian variety.

Cacao butter has stiffened up somewhat since our last, and 38½c. to 40c. is the general quotation on bulk, while for 12-lb. boxes 41c. to 43c. is wanted.

Caffeine is firm and in good demand at \$3.75 to \$4 for bulk.

Castor oil has been advanced ½c. per lb.

Cinchonidine has not as yet shown any sympathetic movement with quinine, and 28c. to 30c. is still the current quotation, though it is quite possible that this might be shaded on a firm offer.

Cocaine has again advanced, and is now quoted at \$5.45 to \$5.70 in bulk, and even at these figures quotations are made "without offer," showing that the manufacturers contemplate the possibility of a still further rise in price. The situation as reported from Europe and from South America indicates that the manufacturers have good grounds for anticipating a still further advance. On the spot there is some difficulty in obtaining supplies, even at the advance quoted.

Cuttlefish bone is in good jobbing demand and firm at 20c. for Trieste.

Coca leaves are scarce on the spot and prices have been advanced to 24c. to 25c. for Truxillo and 29c. to 31c. for Huanuco. No large lots are in sight, and holders are very firm at the figures named.

Colocynth apples are in only moderate demand, the interest manifested in them some weeks ago having apparently died out. For Trieste, quotations are firm, at 31c. to 35c., and for Spanish 15c. to 17c. is asked, though no business is reported in either kind.

Cod-liver oil is dull, considering the season, the only inquiries being for jobbing lots, which are met with quotations of \$20 to \$22 per bbl. for prime Norwegian oil.

Ergot has been still further advanced and is held very firmly at the high figure which it has now reached of 63c. to 65c. for Spanish and 50c. for prime quality German. Reports from Hamburg are to the effect that the prices offered there are equal to about 53c. for German laid down here. The stock in Hamburg is almost exhausted and inquiries from Southern Europe have reached this mar-

ket, showing that London stocks are also low.

Glycerine has advanced to 14½c. to 15c. in drums, 15c. to 15½c. in bbls. and 15½c. to 18c. in cans as to brand and quantity. The advance has been the result of natural conditions. The demand is brisk and was not materially checked by the advance. It is claimed that the supplies of crude are scanty, and there is slight prospect of any easing off of the market in the near future.

Lycopodium is reported higher abroad and the London market is said to be almost bare of stock. Local holders have advanced their quotations on the best grades, though the ordinary commercial article may be obtained at 81c. to 32c.

Manna shows less weakness than at our last writing. It is reported that the weather conditions at the sources of supply are very unfavorable to the new crop, which report has had somewhat of a tonic effect. We quote prices unchanged at 18c. to 20c. for sorts, 23c. to 25c. for small flake and 45c. to 55c. for large flake.

Morphine is in good consumptive demand at the unchanged prices of \$1.95 to \$2.05.

Opium—The opium market for the last fortnight has been rather a waiting one; large manufacturers have continued to hold aloof and the market is wholly devoid of speculative interest. There have been a few fluctuations reported from Smyrna by cable, but, on the whole, the market conditions are at the close not very different from those existing a few weeks since. In Constantinople there seems to be a tendency to make sufficient concessions to induce manufacturers to buy in round lots, but no positive information has reached us of any material decline. On the spot a fair jobbing trade is reported in case lots at \$3.15, and quite a brisk trade in broken cases at \$3.20 to \$3.25. Powdered remains unchanged at \$4.10 to \$4.25 as to quantity and quality.

Quinine has shown a growing weakness, which has resulted in a net decline of 3c. all round. For German from outside holders 21c. was paid, and quite large lots had been taken up by the pill makers, who are apparently satisfied that this was the bottom price. It is reported that a lot was taken from this market for England at 21½c. The supplies outside of manufacturers' hands are very limited at this writing, and it is doubtful that anything can be secured at less than the manufacturers' quotations, which are 22c. to 23c. for bulk. Holders look forward to an improved condition in case of an outbreak of war between England and the Transvaal, and this possibility lends a little firmness to what would otherwise be a very weak situation. Since the decline, however, quite a marked activity has developed in jobbing orders for immediate delivery.

Senna is strong with an active consuming demand and light stocks; holders show no disposition to press offerings on the market. We quote 12c. to 15c. for natural Alexandria, 18c. to 22c. for garbled and sifted and 10c. to 11c. for broken.

Vanilla beans are in moderate demand only, and we quote prices unchanged at 11c. to 15c. for whole Mexican.

DYESTUFFS.

Gambier has practically monopolized the attention of the dyestuffs market

during the past fortnight. The demand has been unusually good, and the supplies have been totally inadequate to meet; as a consequence prices have been advanced and we quote 3½c. to 3¾c. for spot supplies, at which the market closes firm.

CHEMICALS.

Ammonia carbonate is scarce on the spot, the demand being greater than the manufacturers can supply promptly. In consequence prices have stiffened slightly and we quote 8½c. to 8¾c. as representing the general market value.

Bicarbonate of soda has sold briskly in a jobbing way at unchanged quotations at \$1.12½ to \$1.37½ for American and \$1.37½ to \$1.75 for English.

Blue vitriol continues firm at the high range of 5½c. to 6c. according to quantity, and in view of the outlook on copper it seems unlikely that we will have cheap vitriol for some time to come.

Bleaching powder is in very active demand, but no changes are reported in the market conditions so far as prices are concerned, which are on a basis of \$1.40 to \$1.50 for English.

Borax is active in a jobbing way at 7½c. to 7¾c. for California in bbls. either powdered or in crystals.

Cream tartar is selling well at unchanged prices of 23½c. to 24c.

Chlorate of potash shows some weakness and while the general quotations are maintained at 9½c. to 9¾c. for crystals, this figure might be shaded on a firm offer.

Tartaric acid and the tartrates generally are quiet and firm on a basis of 32c. for the acid in crystals.

ESSENTIAL OILS.

Camphor maintains the advance to 7c. to 8c. noted in our last and a very good consumptive demand is reported.

Peppermint is firm at 90c. to 95c. for Western and 90c. to \$1.00 for New York State in bulk, while \$1.10 to \$1.20 is asked for case goods. The crop prospects continue unfavorable as reported in our last issue.

GUMS.

Chicle has come to hand in considerable quantities, but the market is held in firm control by the combination of chewing gum manufacturers and we quote 29c. to 30c., at which figure a small business is going forward. A very brisk demand is reported for all lines of mucilaginous gums. No price changes are reported in this line.

ROOTS.

Golden seal is in very light supply, and holders have advanced their quotations to 58c. to 60c.

Ipecac has eased off somewhat during the fortnight from the extremely high prices which have been ruling during the past few months and supplies have been offering at \$3.50 to \$3.75.

Sarsaparilla, Mexican, has been fairly active in a jobbing way at 7½c. to 8c.

Senega is in a very interesting condition, the local stocks having been very much depleted, while the holders in the West have maintained a very firm atti-

tude. For Western 40c. is asked and is paid for jobbing lots for consumptive demand.

SEEDS.

Anise is quiet but firm at 7½c. to 8c. for Italian sifted.

Canary is in good consumptive demand at 3½c. to 3¾c. for Sicily and 2½c. to 2¾c. for Smyrna.

Mustard moves out in consumptive channels at unchanged quotation at 5½c. to 5¾c. for California yellow or brown, with ¼c. under this quoted for Bari brown.

Hints To Buyers.

Powers & Weightman, of Philadelphia, advertise their chemicals in this number. Praise of the line would be quite superfluous on our part. Druggists can supply themselves through any wholesale house.

The attention of our readers is invited to the announcement of E. Fougere & Co., 26 to 30 North William street, New York. Their line of English and French medicinal preparations comprises many features of world-wide reputation.

Henry H. Sheip & Co., of Philadelphia, invite the trade to write them for quotations and samples on syringe boxes and any form of fancy wood box. Their facilities for turning out such work promptly and at low prices are unsurpassed.

Geo. E. Evans, 3 East Fourteenth street, has a line of druggists' sundries and fancy goods which comprises some of the most attractive goods ever placed upon this market. Druggists who are on the alert for new and attractive lines should be sure to look over Mr. Evans's stock.

A house that has done so much for the drug trade as has the Fellows Medical Manufacturing Company of New York may surely ask druggists to act honorably in turn. We therefore commend the attention of our readers to their advertisement which appears on another page of this number.

Write to Winthrop M. Baker, of 545 Atlantic avenue, Boston, for his price list of chocolates and bon-bons. There are still some sections where an exclusive agency can be given. There is a profit of over 50 per cent to the druggist, and the line is so exquisite and so widely popular that the goods sell themselves. Write now.

A great many druggists might carry a line of spectacles and eyeglasses profitably if they possessed the requisite technical knowledge to test and fit. The Philadelphia Optical College, 1022 Walnut street, Philadelphia, provides an easy and inexpensive course of instruction by mail. They will be pleased to furnish all necessary particulars upon application.

The Antikamnia Chemical Co. make every possible effort to prevent the cut-

ting of prices on their goods. They have full sympathy with the retail drug trade and wish to do whatever is possible to protect their trade. They ask only in return that druggists will reciprocate by dispensing antikamnia when antikamnia is called for. They report that there is much less evidence of substitution now than formerly, showing that the retail drug trade at large has no disposition to deprive the manufacturer of the benefits of his advertising.

"Hot Clam Punch" has an alluring sound as the autumn sets in, and druggists have found it profitable to display a card of the kind in the neighborhood of the hot soda urn. These cards may be obtained for the asking by writing to E. S. Burnham Co., Gansevoort street, New York, whose advertisement we commend to the attention of our readers. The formula for making the punch is as follows: Fill a small thin cup or glass one-third full with Burnham's Clam Bouillon, add two tablespoonfuls fresh milk or cream, fill up with boiling water and season with pepper, celery salt or other seasoning to suit.

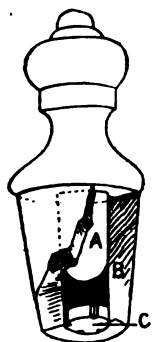
Live druggists have found that it pays to run the cold fountain all through the fall and winter. Soda water has become so popular a drink with the majority of people that it no longer has a particular season. We commend the attention of our readers to the advertisement of the American Carbonate Company, of 424 to 434 East Nineteenth street, New York, which appears elsewhere in this issue. Their compressed carbonic acid gas, made by their own exclusive process, and their portable fountain, furnish a dealer with all that he requires to make the finest soda water at the lowest possible cost. Write them for descriptive pamphlet.

A. A. Vantine & Co., of New York, have something of interest to say to our readers in the advertising pages of this number. They provide a handsome margin of profit for the trade, and their line is more than commonly attractive. It is something which is calculated to add to the tone of any pharmacy, and to draw the best and most profitable trade. The preserved ginger is largely used by fashionable people as an after-dinner digestor. Preserved orange is popular at afternoon teas, and preserved pineapple is generally appreciated as a delicate confection. Many druggists have found that Vantine's teas in sealed cartons are a valuable addition to their stock. We commend their attention to the advertisement.

We invite the attention of druggists to the advertisement of the Violet perfumes which appears in these columns for the first time. Violet (pronounced ve-o-lay) is one of the oldest and most famous of the French perfumes. The line offered to the trade through the American agency has been on the market for ninety years. Ambre Royal and Extra Violette are the two leaders. The American agency has paid special attention to the drug trade, and the bulk of the business is done through that channel. The retail price is practically controlled, the house insisting upon a minimum figure. This figure gives a net profit to the druggist of 33 1-3 per cent. In some sections the profit is as high as 50 per cent. The trade would do well to support a helpful policy such as this.

A New Sprinkler Top.

We illustrate herewith a wholly new form of sprinkler top which has just been placed on the market by Carr-Lowrey Glass Co., of Baltimore. The sprinkler



is the only one which we have yet seen which avoids the necessity for the use of any metallic parts whatever. It consists of a glass top, with shaft, marked A in the illustration, fitting into a perforated cork, B. In the bottom of the perforation of the cork is placed a glass disk (C), the edges of which are slotted, thus permitting the passage of small quantities of the liquid when the glass top, B, is removed. The simplicity

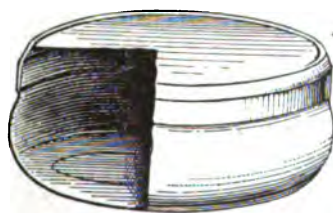
of the device is not its only merit, as the finish given a package on which this is used is second only to that obtained by the use of cut-glass stoppers, and, in fact, for high-class goods, the glass top can be finished in cut glass, if desired, though this would have to be done on special order.

Full particulars and samples may be obtained from the Carr-Lowrey Glass Co., Baltimore.

A New Ointment Box.

The Seamless Metal Ware Co., 35 Nassau street, New York, has just placed on the market a seamless, curved, corner ointment box with a double shoulder and a large label space which has many advantages over the ordinary tin ointment boxes.

As will be seen by the accompanying illustration, the curved side and bottom enables the patient to get out all of the contents of the box, which is a double advantage, since it prevents any waste and also prevents an accumulation of ointment in the corner, which might become stale if a box were refilled. The beveled shoulder prevents the top from fitting down so closely as to soil the inside of the cover. The large label space, which is obtained by making the rim around the top very narrow, will prove a great convenience not only in prescription work but also in enabling one to put a handsome label on any proprietary remedy which may be sold in this box.



The manufacturers of this box make a complete line of lithograph and plain tin boxes of all kinds, and will be pleased to furnish quotations and samples to druggists mentioning this journal.

An Attractive Premium Offer.

The page advertisement of the Smith Inhaler Company, of 20 Merrimac street, Boston, which will be found elsewhere in this number, contains a premium offer which very few careful druggists will feel

like passing over. It is an exceedingly liberal offer on one of the readiest sellers on the market. The Smith's Improved Menthol Inhaler is well and favorably known to the public, and has won recognition solely on its merits. With the new metal display stand lithographed in colors it is certain to be a greater seller than ever. Druggists should bear in mind that the signed coupon is to be sent to their jobber, and not to the manufacturer. The jobber will fill the regular order, and the premium will be sent to the druggist direct from the Smith Inhaler Company, Boston. Furthermore, it must not be forgotten that the premium offer is good only for a limited period of time. We advise our friends to order at once.

Danderine.

The Knowlton Danderine Co., 2900 College Grove avenue, Chicago, are advertising in all the leading publications in the United States, and the character of these advertisements, one of which is reproduced here, shows that they give full support to the retail drug trade:

"A chance to test the best hair and scalp remedy on earth. Absolutely free. Danderine is that remedy. Complimentary samples will be sent free, express prepaid by us, to any one desirous of testing its merits. All we ask is, that you have your druggist get it for you in case you need any more. Danderine will positively cure every affection the human scalp is heir to and place that most important member in a state of health and activity



far above the normal. Its action upon the scalp causes a decided increase in the growth of the hair, which will be noticed from the very start. The article will cure any case of dandruff in one week. We have devoted over ten years to perfecting this cure for hair and scalp affections, and know it will not disappoint any one. The liberal amount we send free will fully test its action and satisfy any one regarding its efficiency in all cases. It is unnecessary to say more; the free bottle will show you just what it will do. Kindly send your address at once. 'Danderine' is now on sale in all jobbing houses in the entire United States, and druggists will get it for you if they do not already have it. Price 25 cents and \$1 per bottle. Express prepaid when ordered direct."

How to Take Care of the Horse.

W. F. Young, of 34 Amherst street, Springfield, Mass., invites druggists to send him a list of horse owners in their respective neighborhoods. Upon receipt of this he will at once mail to each name a copy of his booklet entitled "How to

take care of the horse," with the druggist's imprint prominently displayed. This has been found a great trade-bringer for the druggist. He furthermore requests druggists carrying Absorbine in stock to inform him of that fact so that he may be able to direct consumers to their nearest point of supply.

From Grape to Grape Juice.

The Welch Grape Juice Co. are now pressing thirty tons of luscious Concord grapes a day. Their factory at Westfield, N. Y., always a busy place, presents an exceedingly busy appearance. The Concord grape yield this year, while not above the average in quantity, is far above the average in quality. The greatest care is taken in the selection of the grapes used for Welch's Grape Juice. First, only grapes grown on a certain kind of soil are used; second, only the choicest grapes are selected, the company demanding that the grapes be on a par with those supplied to the finest city trade. This makes the cost more, but the best is none too good for Welch's. All grapes used are grown at Westfield. No grapes are bought on cars. Within twenty-four hours after the grapes are picked the juice is stored in the cellar. The grapes are first emptied into a large grinder, which removes all stems and breaks the skin of the grape; from there they go to the presses, and are subjected to the enormous pressure of eighty tons. This pressure extracts the dark red body of the grape which lies next to the skin, and gives to Welch's Grape Juice its dark red color and natural grape aroma and flavor. After leaving the presses the juice is strained through a series of cloths and is heated in porcelain-lined kettles. When thoroughly sterilized the juice is quickly bottled and hermetically sealed in glass bottles. The process may seem simple, but it has taken the Welch Grape Juice Co. thirty years to develop it.

All druggists visiting the Philadelphia National Export Exposition are given a special invitation to call at the booth of the Welch Grape Juice Co.

The Albany College of Pharmacy, Albany, N. Y., is one of the institutions which was founded and is conducted by retail druggists for the proper education of men who have to make their livings in retail drug stores. This fact is borne in mind in the arrangement of the curriculum, for details of which we would refer our readers to the college announcement, a copy of which may be had by applying to the secretary of the college, De Baun Van Aiken, Albany, N. Y.



Great Advertising.

The Chattanooga Medicine Company's announcement of fall Wine of Cardui advertising shows very large spaces are to be used in 5,000 leading newspapers, 15,000,000 ladies' birthday almanacs for 1900 are to be distributed, 5,000,000 Cardui books, song books, black-draught stock and poultry.

Books are to be placed in residences, and sent to dealers, and 4,000,000 show cards, hangers, banners, signs and counter wrappers are to be placed in position by their traveling men and advertisers.

The manufacturers confidently expect that this great volume of attractive advertising will make the trade larger orders for Wine of Cardui and Thedford's Black-Draught than ever before. The unusually liberal profits on these preparations make druggists anticipate increased orders for them with pleasure.

Of Value to Horsemen.

Do you turn your horses out for the winter? If so, we want to call your attention to a very important matter. Horses which have been used steadily at work, either on the farm or road, have quite likely had some strains whereby lameness or enlargements have been caused. Or perhaps new life is needed to be infused into their legs. Gombault's Caustic Balsam applied as per directions, just as you are turning the horse out, will be of great benefit; and this is the time when it can be used very successfully. One great advantage in using this remedy is that after it is applied it needs no care or attention, is absolutely a safe remedy and does its work well and at a time when the horse is having a rest. Of course it can be used with equal success while horses are in the stable, but many people in turning their horses out would use Caustic Balsam if they were reminded of it, and this article is given as a reminder.

"Orangeine" a Life Insurance Factor.

The following letter is of interest to all druggists, as showing the value of the remedy referred to:

CHICAGO, Sept. 26, 1899.

The Orangeine Chemical Co., City.

Gentlemen—We take pleasure in stating that when our medical examiner ascertains that the applicant for life insurance in our company is acquainted with the usefulness of "Orangeine" and is accustomed to intelligently apply same

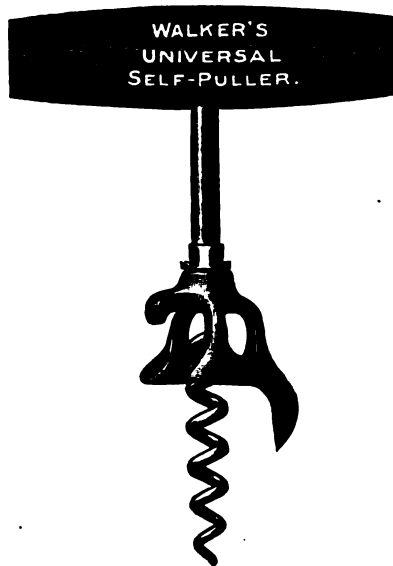
to his own needs for the prevention and cure of sickness, we consider that the desirability of such risk is greatly increased.

Yours very truly, G. L. WRENN & SON,
Gen'l Agents State Mutual Life Assurance Co.,
of Worcester, Mass.

Walker's Universal Self - Pulling Cork Screw.

The Erie Specialty Co., Erie, Pa., have recently put on the market a universal self-pulling cork screw that the drug trade will appreciate, as it will readily draw all sizes of corks from the smallest to the largest, thus doing away with the necessity of having a cork screw for every size cork.

The crown opener removes crowns and the wire cutter cuts the wires, thus making a combination that suits every want in drawing corks.



They are made with polished apple handle, nickel-plated, and every screw tested. They are packed singly in nicely printed cartons, one dozen in a box. When ordered in quantity, a finely nickel-plated, enameled display stand with sample screw is furnished for the show case.

Orders are invariably duplicated, showing the favor this screw is receiving from the trade. It is protected with patents, four having been granted.

The Yacht Races.

The history of "The America's Cup" is told in a very interesting manner in a little book which is being sent out to customers by the Jeralds Manufacturing Company, of New York. The book is illustrated by a series of half-tone engravings of the different yachts which have competed for the cup, from America and Aurora in 1851 to Columbia and Shamrock in 1899.

A Giant Offer.

The Giant Chemical Co., Philadelphia, make a new special offer on Acorn salve, under which the retailer gets a gross of salve for nothing, and also gets a five-pound bottle of Elma fruit tablets and one box of four hundred Elma chop sticks. For full details write to the Giant Chemical Co., Philadelphia, Pa., mentioning this paper.

Enlarging Their Laboratories.

Although the present property of Parke, Davis & Co. covers four entire city squares, the steady increase in the volume of business has necessitated the construction of extensive buildings and the installation of new machinery of the most improved design.

Parke, Davis & Co. are at present engaged in the erection of an additional laboratory, 518 feet in length, 60 feet in width, and three stories high, with a basement. The western half of this building will be occupied by the fluid extract department and the bottle storage department. The eastern half will be thoroughly fitted out for the use of the digestive ferment department, the alkaloidal department, the printing department, the drying plant, and the machine and carpenter shops. The space now occupied by these departments in the older buildings will be utilized in the expansion of contiguous departments in the main laboratory. A thoroughly modern equipment will be a feature of the new building.

On account of the vast quantities of the products to be handled, a complete system of trolley conveyers will be operated to transport bulky packages through the building. An additional power plant will be erected in the courtyard of the main laboratory, and will include two powerful two-hundred horse-power compound engines and two 125 Kilowatt dynamos.



NEW LABORATORY BUILDING JUST ADDED TO THE PLANT OF PARKE, DAVIS & CO., DETROIT.



OUR GUARANTEE:

To any responsible merchant in the United States we will ship both register and cigars on seven days' trial.

If the cigars are not satisfactory or you do not consider the register equal to any that the National Cash Register Co., of Dayton, Ohio, sell for \$175.00, you can return both register and cigars to us.

Remember, \$39.00 includes both the cash register and cigars.

Why pay \$175.00 for a cash register, when you can get one FREE?

Sign and return the order blank and the goods will go promptly forward on seven days' trial.

The "World" is covered by five U. S. Patents. It does not infringe on other patents. We protect users against infringements by our written guarantee. We are responsible. Have been in business here for fifteen years. Rated in Bradstreet's Mercantile Agency at \$50,000.00, and refer you to any bank or business house in this city. Don't buy or accept as a premium any cash register until you have tried ours seven days.

FREE! GIVEN AWAY

Detailed Self-Adding, Solid Nickel-plated Case

...CASH REGISTER

TO THE TRADE:

With 1,000 of our best 5-cent cigars at \$39.00 per M., we will send free a solid nickel-plated case, detailed Self-Adding Cash Register, equal to registers heretofore sold for \$175.00 and upwards.

The cigars are equal to any 5-cent cigar on the market.

Terms: 30 days, less 2 per cent 10 days.

Description of Cash Register.

Size, 21 inches high, 17 inches deep and 19 inches wide. Weight, 85 lbs. Solid nickel case of handsome design. Tablets display from both front and rear. The money drawer is highly polished inside. Both the exterior and interior of this machine are the best that can be produced. Warranted for five years. All the work is done on wheels, and it sets to zero with a key in a moment's time. The tablets are large and conspicuous—a black figure on a white enameled background. We have two styles of keyboards. When ordering please state if you use penny keys or whether 5 cents is the lowest denomination you use.

This is a stupendous offer, and many who read this advertisement will be incredulous.

Do not be influenced by agents of high-priced registers, but send for one of our registers and 1,000 cigars at \$39.00. Then compare and JUDGE FOR YOURSELF, and if the register is not equal to the best in style, finish and utility, return it to us. We assure you that everything is as represented. Very respectfully,

DETROIT TOBACCO CO., DETROIT, MICH.

ORDER BLANK.

Detroit Tobacco Co., Detroit, Mich.

Ship as soon as possible 1,000 cigars at \$39.00 per thousand, including one cash register.

Terms:

\$19.50, 30 days

19.50, 60 days

\$39.00

If goods do not suit, I agree to return same to you on or before seven days from date they are received from transportation company.

If goods are retained after above mentioned time, it shall constitute the acceptance of same, and I will remit as per above terms.

Signature of purchaser:

.....

Town.....

County.....State.....

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OUR ILLUMINATED

Silent Salesman **Case...**

will be appreciated by merchants who understand fully the value of attractive store display.

Our Show Cases have long been regarded by live merchants as among the most effective aids to quick selling, and our Patent Device for illuminating them has only to be seen to be appreciated.

Write for descriptive circular of our

**ILLUMINATED
SILENT SALESMAN,**

ALSO OUR BOOKLET,

"LET'S TALK SHOP."

Canadian Trade furnished from Windsor.

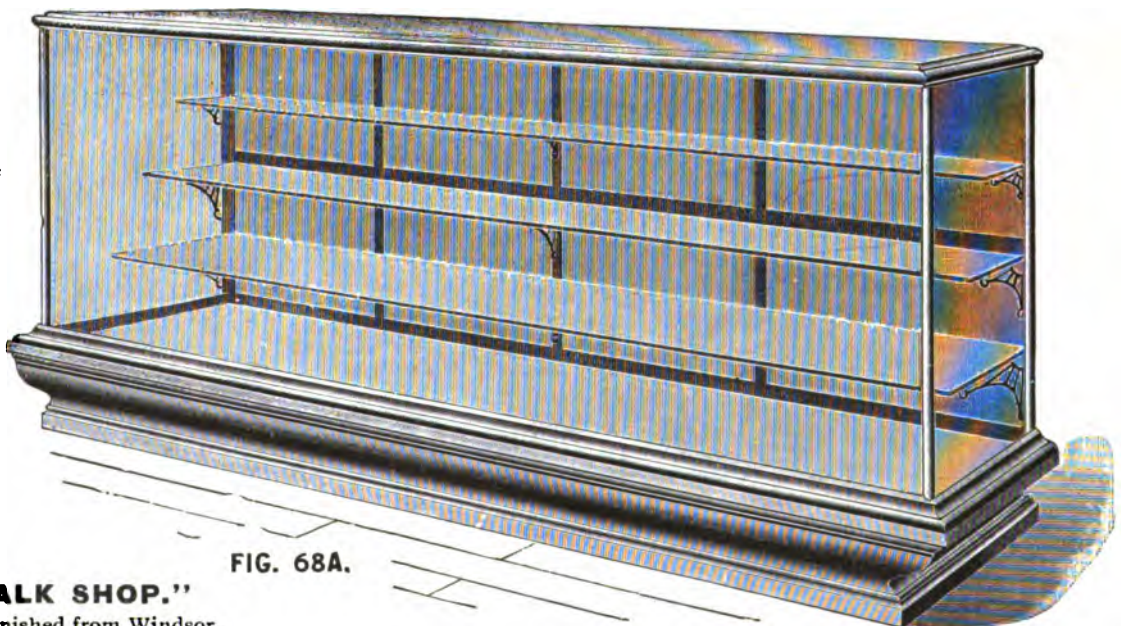


FIG. 68A.

ESTABLISHED 1864.

JOHN PHILLIPS & CO., Ltd., DETROIT, MICH.

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Pre-eminence in Proteolytic Power

BELONGS TO

Armour's U. S. P. Pepsin.

An aseptic, odorless, soluble and non-hygroscopic preparation conforming to the pharmacopeial requirements in every particular. It is free from mucous, peptone and all putrescible matter and will not deteriorate.

Test our Pepsin alongside of other brands, regardless of price, and convince yourself of its superiority. It is the IDEAL PEPSIN for the prescription counter and for manufacturing. 55c per oz.; \$7.80 per lb. in $\frac{1}{4}$ s and $\frac{1}{2}$ s; \$7.12 per lb. bottle.

Armour & Company, Chicago.

FREE WITH FOUR TWO-POUND JUGS OF VIGORAL.

\$10.00
per
case
net.



The
most
delicious
of
all
Beef
Drinks.

COMBINATION VIGORAL CASE.

Attract Trade by Serving Hot Drinks—*Hot Water* is all that is required to serve *Vigoral*. Each case should make 830 glasses. Order from your jobber or write

Armour & Company, Chicago.

Kindly mention this Journal when writing to Advertisers.

American Druggist

and Pharmaceutical Record.
"America's Leading Drug Journal." Founded 1871

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Whole No. 433.

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Chicago Office, 221 Randolph Street.

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THE ASSOCIATIONS.

THE very complete reports of the annual conventions of the three National associations of druggists, which are given in this Extra Number, are commended to both wholesalers and retailers for careful perusal. Many questions of importance to all were discussed and decided and the reports by the several committees of the different associations will be found especially valuable. Much of the actual work of the associations is transacted by committees, and these reports should be studied with care, if a clear understanding of the aims and work of the associations is desired. The National Association of Retail Druggists begins its second year of existence with the most hopeful prospects. Its position as the representative organization of retail druggists of this country is now well assured. The first year's work was necessarily devoted largely to perfecting the organization and establishing connections with the local associations of retail druggists in the different States, and the working machinery has been developed and perfected to a point where accuracy of movement and strength are well assured. The executive administration of the Association will be concentrated and, with the active co-operation of the Proprietary Goods Committee of the N. W. D. A., which is promised for the coming year, the violations of the rebate plan, which have become so open in at least two of the important business centres, will be corrected.

The Proprietary Goods Committee of the N. W. D. A. has been strengthened by the Association to the extent of giving it unlimited credit for the expenditure of money in the tracing of violations of the rebate plan. The chairman will also have the services of an able lieutenant in the prosecution of the work, Chairman F. E. Holliday, of the Executive Committee of the National Association of Retail Druggists, having consented to take the position of assistant to the chairman of the Committee on Proprietary Goods. The time selected for the initiation of an aggressive policy with regard to the enforcement of the re-

bate plan is opportune. Chairman Holliday will probably devote his entire time to the prosecution of the work under the direction of both the Proprietary Goods Committee of the N. W. D. A. and the National Association of Retail Druggists. In his double capacity as a representative of the wholesaler and the retailer, Mr. Holliday should be in a position to do effective work; for offending dealers will hesitate a good deal before they do anything calculated to antagonize the retail interests, and the counsel and advice of their representative will doubtless receive the attention which they deserve.

If this new effort to grapple with the cut-rate evil should fail, it is doubtful whether anything can be devised that will prevent chaos from again returning.

The members of the Proprietary Association have expressed their complete sympathy with the aim and objects of the N. A. R. D., and new evidences of their desire to co-operate with the retailers come to the surface every day. At the Niagara Falls meeting, one proprietary medicine manufacturer, whose sales were not in accord with the wishes of the N. A. R. D., signified his intention at the meeting to confine his sales in future to the list of jobbers approved by the joint committees of the three associations; surely good evidence of the strength of the retailers' organization.

TO CHANGE THE STAMP TAX.

THE Commissioner of Internal Revenue, it is said on good authority, will recommend that the war revenue tax be amended so as to levy a stamp tax on all articles that enjoy the protection of a United States letters patent, copyright or trade-mark. One of the main objects of the measure to be proposed is to remedy some of the defects found in the present law and its interpretation as regards the tax on proprietary articles. The intention of the Department, it is understood, is not to levy upon drugs or medicines as such, but all patented medicines would, under the proposed amendment, be taxed, not be-

cause they are medicines, but because they enjoy the protection of a patent, trade-mark or copyright. At present some articles which the law originally meant to tax escape either through rulings by the Department in its interpretation of the act or through court decisions, while other articles are levied upon which are claimed to be exempt.

TO THE PRACTICAL DRUGGIST.

*** Teach our brothers to read your journals, teach them to do this and our battle is won. Then the bountiful thanks we now tender you will be heartier still. Nothing is so discouraging, nothing prevents our success more than this want of knowledge regarding the plans and the extent of our work, and this is really the retarding influence—this want of knowledge, in spite of the splendid efforts of the pharmaceutical press to circulate information.—From the address of President Hynson to the National Association of Retail Druggists.

THESE are the words, not of a journalist, not of a teacher, not of a theorist, but of one of the most successful retail druggists in the United States; one who had the distinguished honor to be selected as the first president of the representative body of retail druggists assembled in St. Louis last October to undertake the rectification of the trade evils which beset pharmacy. The advice of such a man is worthy of the most serious consideration of all who aspire to gaining anything more than the scanty livelihood with which the majority of the retail druggists must content themselves. Not only will the reading of the journals help the aims of the National Association of Retail Druggists, but will be of the greatest benefit to those who read and read understandingly.

Copies of this Extra issue of The American Druggist are sent out to a large number of non-subscribers. We invite the attention of these not only to the complete and full accounts which we publish of the proceedings of the three most important meetings of the year in the drug trade, but also to the specimens presented of several of the departments which are features of the regular issues of this journal. The American Druggist appeals particularly to the man behind the counter, the one who, while actively engaged in the sale of drugs, soda water, cigars and various sundries which go to make up the stock of the average retail druggist, still wishes to keep in touch with the progress of science in so far as it relates to pharmacy. In the editorial columns of this journal all the shifting trade and legal aspects of the calling are reviewed from time to time, and the duties of the pharmacist, both toward his fellow pharmacist and the State, are pointed out. The tendencies of scientific research are noted, and the significance to pharmacy of the more important discoveries in science are indicated.

Our contributors include all the leaders of pharmaceutical thought, whether teachers, authors or workers in the ranks of pharmacy.

Through our department of Prize Essays we have brought to light a great many practical suggestions of immediate availability for facilitating the various pharmaceutical processes and for exploiting the commercial side of the drug store.

During the past year we have published over a thousand formulas covering every line of pharmaceutical activity.

Under the heading of Pharmaceutical Progress we have kept our readers informed promptly of all new remedies, new processes, improved analytical methods, etc., available for use in the drug store.

We have answered during the year nearly a thousand queries from our subscribers, either by mail or in the department devoted especially to this purpose, in which are published those answers which are likely to prove of general interest. In preparing these answers the greatest care is taken, all possible avenues of information are explored, and where necessary careful experiments are made by skilled workers, thus giving to every reader who chooses to avail himself of the services of this department the advantages of expert advice free of any charge whatsoever.

The American Druggist was the first drug journal to establish a department of Advertising Ideas, whose mission is to point out the best methods of advertising the retail drug store. This department has been conducted continuously ever since its first establishment in 1892, and we have the assurance of hundreds of correspondents that it has been of the greatest practical benefit in pointing out to our readers methods for improving their business. The department covers everything which has to do with the promotion of sales, whether in the form of circulars, of "schemes," or of newspaper advertising.

Through the news department of The American Druggist our readers are kept informed of all matters of general interest affecting the status of the pharmacist, and by means of correspondents located in the leading centres we are enabled to present a full report of the transactions of the various associations and of the minor news of the trade.

This journal is the only one going to the retail drug trade which gives the inside facts concerning the wholesale drug market.

Our fortnightly market review not only records the fluctuations in the prices of drugs, giving the lowest price at which they can be bought in large quantities, but also presents an outline of the facts

bearing on the market conditions, which will frequently enable the buyer to anticipate an upward or downward movement and to govern his purchases in accordance with the prospects of the market. This department alone, if rightly studied and utilized, will save the reader many times the cost of the subscription to The Druggist.

Throughout the entire journal the dominant fact never lost sight of is that The American Druggist is a journal for American druggists. It is the organ of no faction or clique, and its sole aim is to lighten the burden and smooth the way of the practical druggist.

To such as are not already subscribers we extend a cordial invitation to become regular readers, assuring them that in the future, as in the past, every effort will be put forward to render a subscription to The American Druggist the best paying investment in the reach of the average retail druggist.

OUR ADVERTISERS.

DRUGGISTS may be divided into three classes, those who read no trade journal, those who read only the reading matter in the trade journals and those who study both the reading matter and the advertisements. The latter class includes the successful druggists. Anyone who will take the trouble to look over a bound volume of The American Druggist containing the advertisements cannot but be convinced that the retail druggist who has failed to avail himself of the stores of information contained in the volume has missed an opportunity rich in possibilities of profit. We invite the attention of our readers especially to the announcements of those enterprising men in the trade who have taken advantage of the opportunity offered by this Extra issue of The American Druggist to say a word to the druggists of the United States through our columns. A nearly complete list of these wideawake firms is given in the Advertising Index on page 143, and for what they have to say to the trade we bespeak the earnest attention of our readers.

The advertiser has a tale to tell, to which it will profit the average retail druggist to listen. These men have for the most part been successful in building up a good business. The methods of advertising pursued by them, having been successful, are worthy the careful study of the retailer, and not infrequently may be adapted to the demands of the retail trade. Furthermore, our advertising columns are the medium through which news of great commercial importance is laid before our readers by the enterprising manufacturers of the United States.

National Wholesale Druggists' Association's

TWENTY-FIFTH ANNUAL CONVENTION,

Niagara Falls, October 10-14, 1899.

THE PLACE OF MEETING.

THERE are two months which are the most delightful in which to visit the "Greatest Water Show on Earth"—June and October—but the more choice of these is the last named. October finds the air full of the sweet scent of woods and water, of haze and genial warmth, which only the autumn sun can produce, tinged as it is with the foretaste of the chill which will follow in the sere November. The entire panorama of Niagara's wonderful scenery undergoes remarkable changes with the approach of the Indian summer, and each day produces new effects. Moonlight at Niagara is a scene not easily effaced from the mind; it lends a new charm to the Falls, the gorge, the ghostly mist and the flashing, dashing waters of the rapids, and discloses beauties heretofore unknown. The uncertain play of light produces fantastical shapes in the dark, unfathomed beyond, that tells of waters rushing, tumbling and seething on to join the mighty ocean.

It was under such auspicious circumstances, with the beautiful weather of Indian summer and every climatic condition that could contribute to the pleasure of those in attendance, that the annual conventions of the National Wholesale Druggists' Association and the Proprietary Association of America opened in Niagara Falls, N. Y., on Tuesday, October 10.

Opening Session.

Joint Session.

The opening sitting was a joint session of the two Associations, at which the welcome to the city was extended by the Mayor of Niagara Falls. The session was held in the International Theatre, and the entire lower floor of the play house was filled. In opening the proceedings, at 10 a. m. Tuesday, President C. P. Walbridge explained that the sitting was not a business one, but a gathering for informal opening of the conventions, and to receive the city's welcome. He then introduced Niagara Falls' chief executive, Mayor Arthur C. Hastings.

The Mayor's Speech of Welcome.

Mayor Hastings spoke briefly, and touched upon the wonderful changes that have been brought about in Niagara

Falls in the past nine years. At present, he said, the Niagara Falls Hydraulic Power and Manufacturing Company are generating 15,000 horse-power in one section of the city, while the Niagara Falls Power Company are putting forth another 50,000 horse-power in electric current. This current is being used in the lighting of Buffalo and Niagara Falls. He also referred to the operation of the street railway lines of Buffalo and other nearby places, in making paper, carborundum, aluminum, chemicals and many other commodities. The growth



E. C. FRISBIE,

of Talcott, Frisbie & Co., President-elect of the N. W. D. A.

of the city has been doubled in the past ten years. In his welcome, the Mayor said that the citizens were proud to have the Association members in their midst, and that plenty of opportunity for amusement in spare moments might be had. "We are called the Electric City," continued the Mayor, "and if you will visit the power plants you will readily understand why. In one of them you will see 5,000 horse-power generators, the largest in the world, being operated by Niagara's never-ceasing currents, and furnishing power for transportation and a score of different industries through this section." Concluding, Mr. Hastings said: "We are glad to welcome you; the gates of the city are open to the druggists, and anything you want and do not get during your stay here will be your own fault."

Indian Talk.

The Mayor's speech of welcome was enthusiastically received, and, as he took his seat, President Walbridge called upon Dr. V. Mott Pierce, of Buffalo, president of the Proprietary Association, to respond for his Association. Dr. Pierce spoke in a humorous vein, prefacing his remarks with an apology for any apparent nervousness on his part, "as this is positively the first time I have appeared on the American stage."

The speaker "talked Indian" talk after this, and referred to the Mayor as the Great Chief of the Nee-ah-gar-ahs, saying:

Reply to the Mayor of Niagara Falls.

BY V. MOTT PIERCE, M. D.

The great chief of the Nee-ah-gar-ahs has spoken! He has opened the wigwams of that powerful branch of the Iroquois to our tribesmen. Our Kickapoo medicine men reciprocate his words of greeting and have laid down the tomahawk and are ready to smoke the pipe of peace!

We ask our head men to be gentle to the Nee-ah-gar-ahs, and on entering any of the near-by lodges of your squaws that they make peace offerings of wampum for their canoes; otherwise they may get a tomahawk.

I should also advise them to approach your brave hackmen with fear and bated breath and with proper respect, and if they (the hackmen) offer to take you around the Falls for 15 cents be sure that you have more than \$2 in your inside pocket to pay for the ride back or the hackmen will "take it out of you."

And, again, when our wise men are on the brink of the Gorge we advise them to stop and meditate. Think of the terrific energy of these falls, so typical of the western New Yorker! How different from the Mississippi River, which just lazily slops along anyhow!

Then you will notice the river is full all the time—that's just like us, too. We ask you to keep your hands off and just let Nature take her course. You will note that the Falls just go by themselves. Within the memory of man it has never been found needful in the severest dry weather to operate them by artificial means. We never have had to pump the water back into Lake Erie to supply the demand. Nature has done everything! And if these falls should ever stop running they never would be mist! Only the "Maid of the Mist" would be out of a job.

It is said that "Niagara" is good for newly married folks. It speaks whenever they run out of discourse. It distracts them from one another, which is a great kindness, and the noise prevents others from hearing what they say to one another, which is also a kindness to all concerned. It is kind of them all the way through so long as they hug only the bank.

It teaches, among other things, to let things slide when opposition is no good. It stands for the resistless tide of life that sweeps us all over the falls sooner or later, and so it teaches us to float along tranquilly and not to fall out with one another.

After our medicine men have learned these lessons we will go home to our own wigwams with a new sense of the eternal fitness of things in nature, and with sincere feelings of gratitude to our host of the Nee-ah-gar-ahs and their chief here who has so graciously welcomed us.

Simon N. Jones, of Louisville, was introduced as the president of the National Association of Retail Druggists, and made an effective speech in response to the welcome by the Mayor. He touched on subjects close to the hearts of the members, and spoke of the benefits that were bound to come out of a consolidation of the three associations, saying that the dawn of the day when the three associations will become branches of one great central organization was eagerly looked for by all.

J. C. Eliel, of Minneapolis, was called upon to speak, but failed to respond to his name. Colonel J. B. Purcell, of Richmond, explained his absence as being due to the fact that Mr. Eliel had had an intimation that he was to be called upon for a speech, and had slipped off quietly to the Falls to talk to them. President Walbridge then said, as Min-

neapolis was not represented, he would call on St. Paul, and Daniel R. Noyes, the old-time oratorical opponent of Mr. Eliel, was asked to address the meeting.

Mr. Noyes said that it was exceedingly pleasant to meet here and that the welcome had been very gratifying. It was a great deal more pleasant to meet at Niagara and listen to the roar of the majestic cataract than to be assembled at Saratoga, where about all that could be heard was the squeaking of the pumps as they injected the carbonic acid gas into the "natural" mineral. After telling a few humorous reminiscences, the speaker closed by saying that it was the hope of the members to show that the druggists were the most influential organization throughout the length and breadth of the land. (Applause.)

FIRST BUSINESS SESSION.

The first business session of the N. W. D. A. was opened in the parlors of the International Hotel by President C. P. Walbridge, on Tuesday afternoon. After formally calling the meeting to order, the president accorded the privilege of the floor to delegates from the pharmaceutical associations, and Thomas F. Main, of New York, presented the greeting and good wishes of the New Jersey Pharmaceutical Association. Mahlon N. Kline, of Philadelphia, followed with that of the Pennsylvania State Association, and he, in turn, gave place to Simon N. Jones, of Louisville, Ky., the president of the National Association of Retail Druggists. Mr. Jones prefaced his address with some words of excuse for presenting a written paper. He said he had a lot of cold-blooded facts to present and he wished to be sure of them. With these words of introduction, he turned to his audience.

President Jones Speaks for the N. A. R. D.

President Jones, of the National Association of Retail Druggists, said that he came as the bearer of the good wishes of that Association to his hearers and was not unmindful of the very substantial aid rendered the cause with which he was identified by the wholesale trade, both morally and financially. For this assistance, he, as president of the N. A. R. D., wished to tender the most sincere thanks. He realized that the task undertaken by the N. A. R. D. was one in which great obstacles would be met, but up to this time he had no reason to feel discouraged. He said that the gathering at Cincinnati had been made up of able and earnest men, earnest in their determination to have fair play from all. He referred with concern to the distressing condition into which the retail trade had fallen in the larger cities, as an evidence of the need for some change in the commercial conditions. The bold and noble stand taken by the president of the Wholesale Association (Mr. Walbridge) in the troubles in St. Louis was spoken of with the highest appreciation. The speaker asked the approval by the Wholesale Association of the following resolutions adopted at the Cincinnati meeting:

Resolved, That we maintain that the several rights and privileges of the jobber and retailer should be preserved.

We demand that the wholesale druggists confine their sales to the legitimate retail drug trade.

We understand the jobber to be one who distributes to retail druggists, to manufacturers

for manufacturing purposes and to non-consumers.

Resolved, That the Executive Committee is hereby directed to secure from State and local associations affiliated with this Association a list of local jobbers acceptable to these several associations, and that from such information a list of jobbers be prepared, a copy of which list is to be forwarded to every member of this organization, with the statement that it will be considered an evidence of loyalty to this Association if the houses on this list are given a preference, and

Resolved, That the promoters of the new remedies and specialties be requested to confer with the Executive Committee of this Association regarding their control before they are put upon the market, and that individual druggists represented by this Association be requested to give preference to such goods as receive the endorsement of this Executive Committee.

Resolved, That it be the sense of this convention that no imported pharmaceutical product should be accorded a greater measure of legal recognition by the Government of the United States than such product is accorded by the country of its origin.

Resolved, That the singling out of trade-mark and proprietary medicines for the imposition of a special war tax, while refusing to place a similar tax upon articles of other kinds enjoying a like legal protection from the Government, is unjust taxation. All taxes should be equally distributed, and the Committee on National Legis-



C. P. WALBRIDGE,

President of the J. S. Merrell Drug Company, St. Louis, Mo.; Retiring President of the N. W. D. A.

lation is instructed to prepare and submit a memorial to the Congress of the United States asking the abolition of the special war tax on medicinal preparations; that in the event such removal of the tax is not deemed expedient by the Congress at this time, then that such a revision of the war revenue tax be had as will extend the burden of the tax to all trade-marks or patented products, thus lessening the tax on medicinal preparations and equalizing the burdens of taxation.

Resolved, That the retail drug trade, being greatly desirous of promoting, by every efficient method, the maintenance of full retail prices on proprietary goods, suggest to the manufacturers of proprietary preparations that one means of keeping their products from the hands of aggressive cutters, as also to protect themselves against frauds that are perpetrated on manufacturers of standard proprietary articles, that some method might be adopted with great advantage to all branches of the trade for numbering, marking or effectively identifying the packages of their products by which the goods may be traced from the original purchaser to the proprietor. Some manufacturers have employed similar plans with benefit to themselves, and it is believed that general adoption of such plans would materially promote the success of the efforts of this Association to maintain full retail prices on proprietary goods.

Mr. Jones said that the jobbers' list embraced many men who had no earthly right to be on it, and he asked the co-operation of the Wholesale Association in having them removed. In one city of less than fifty thousand there are ten rec-

ognized jobbers on the list, a number greater than the total furnished by the cities of Chicago, St. Louis, Louisville and Cincinnati, representing more than two million people. In other cases so-called jobbers do a retail business at ruinously low rates in the city, but do some jobbing business in nearby States. He said that during the year there had been but one dispute which all the efforts of the Retail Association had failed to adjust, and the N. A. R. D. had put forth every possible effort. This controversy was one in which he thought all the allied branches of the trade should participate. In conclusion, Mr. Jones said:

Let me say that the N. A. R. D. has the brightest prospects for the future. Our cause is just, we have right on our side, and while we expect and no doubt will have difficulties to encounter, some of which may daunt the ardor of the most sanguine, still I believe that if we will pursue the same careful and conservative course that has marked our first year's existence another year will find us well advanced to a successful and prosperous condition. We appeal to the N. W. D. A. for their moral and I hope active support. By all the ties of business relations I feel compelled to say that you should stand shoulder to shoulder with us against the common enemy, no matter whether he is a proprietor, a cutter, or a deceitful jobber. Our success is necessarily your success, for in proportion as we are prosperous so in the same proportion do the shekels rattle in your pockets. You are our natural allies, and as we have forfeited to you every right to purchase direct that some of us have formerly enjoyed, we certainly expect your co-operation. In the name of the twenty thousand retailers whom I have the honor to represent, in the name of the toiling hundreds who are striving for a living against great odds, in the name of the fifteen or twenty thousand who will no doubt soon be with us, in the name of that common fraternity that should and no doubt does exist between the jobber and retailer, we demand it and we beg of you not to turn the cold shoulder toward us. Let us be your friends in the future as in the past, back up for us all reasonable and fair demands that we may be compelled to make, that the allied branches of our business, proprietor, jobber and retailer, may each share in a common prosperity, that by the end of another year the overworked and poorly fed apothecary may have the means to occasionally take a day off to enjoy some of the bright sunshine that God intended should be given to every man. This is the prayer of the N. A. R. D.

Holliday Champions the Retailer.

F. E. Holliday, of Topeka, Kan., the chairman of the Executive Committee of the National Association of Retail Druggists, then addressed the meeting. He said that the wholesalers should not expect too much of them the first year, but they should be given credit for the good work they have done in that time. He blamed the proprietary men for being lax in many ways and urged the adoption of some plan that will overcome the difficulty. Mr. Holliday seconded all of Mr. Jones' remarks and agreed with him in regard to the placing of private marks upon proprietary goods.

The Growth of the N. A. R. D.

F. A. Faxon, of Kansas City, Mo., the chairman of the Committee on Proprietary Goods of the N. W. D. A., was asked to respond for the Association, and his remarks consisted largely of complimentary allusions to the growth of the N. A. R. D. He expressed the surprise which all felt at the rapid growth of the retailers' national organization, and the ability with which its affairs are conducted. He commended the attitude of the retailers as represented by the N. A. R. D. They came to the proprietary men, he said, and told them that they (the retailers) were willing to forfeit their right to purchase in large lots from the manufacturers, if the manufacturers, on their part, would confine their sales to recognized jobbers. The wholesalers,

Mr. Faxon said, had acted fairly in almost all cases, but there were black sheep in all flocks, and some wholesalers have made promises to retailers which they had no intention of keeping.

After Thomas F. Main had again addressed the Association, this time as the representative of the Proprietary Association, and J. C. Eliel, of Minneapolis, had responded, President C. P. Walbridge resigned the chair to Mr. Faxon and read his annual presidential address.

ADDRESS OF THE PRESIDENT.

By CYRUS P. WALBRIDGE.

Gentlemen of the National Wholesale Druggists' Association—We assemble in our twenty-fifth annual session under auspices favorable to the drug trade. The general revival of industry has benefited some lines of business more than ours, yet we have had a fair share of improved conditions.

The causes for changing the location of our annual meeting are doubtless familiar to the membership. On learning that yellow fever was prevalent at the Old Soldiers' Home near Old Point Comfort much anxiety was manifested by our members. The Committee on Arrangements and Entertainment and the Board of Control promptly took the matter in hand and finally agreed to recommend a change in location from Old Point Comfort to Niagara Falls. Further than this it is not my purpose to review the work of the past year. The various committees are headed by able chairmen, each of whom will present the work of the year from his point of view, and it would be surplusage to embody it in this address. I prefer to talk of the future, and of that briefly.

In attempting to forecast our work there appears to me three matters of importance which are likely to command attention, namely, the rebate plan, the Retailers' Association and the trust agitation.

I cannot be expected to say anything new concerning the rebate plan. It has been the subject of so many discussions on the part of able and experienced drug men during the past quarter of a century that I doubt if any new phase could be developed if I had a desire to do so. I should like, however, to remind our members that the courts of the country have decided that a manufacturer or producer of any article has a right to make a price on that article and has a right to agree in writing with the jobber or retailer to maintain that price. In other words, there is no law standing between us and the successful operation of the contract plan. If it fails it will be because of indisposition on the part of jobbers to adhere to it, and I am more than ever impressed with the necessity of a loyal, open, courageous acceptance of this plan on the part of every jobber. I will leave further discussion of the rebate plan to our able and loyal chairman of the Proprietary Committee.

During the past year there has been much activity among retail druggists all over the country for the purpose of protecting themselves. This movement is the natural outcome of conditions that are rapidly becoming insufferable to the retail druggist. Now, it so happens that there are few, if any, communities that will support a drug store devoted exclusively to the compounding of prescriptions. The result is the retail druggist, to sustain himself at all, must deal in many articles that do not come under the pharmacy laws, but have belonged to the drug trade since the time "to which the mind of man runneth not to the contrary," such as toilet articles, sundries, patent medicines, etc. Were it not for these articles fully half the towns in this country would be without a pharmacist capable of compounding prescriptions.

In recent years the large department stores of cities, representing vast capital, have put in these articles which formerly were carried almost exclusively by retail druggists, and they have offered these articles for sale at cost price in order to attract customers to their establishments, expecting, of course, to pay the expense of the drug department by increase of profit in other departments. This action on the part of department stores induced large retail druggists in the business centres of cities to pursue the same policy. To correct this evil, which if continued will drive the skilled pharmacist out of existence, the National Association of Retail Druggists was organized along lines calculated to command respect and confidence in its stability and wisdom of management, and they have asked the wholesale druggists not to encourage department stores and aggressive drug cutters in a policy which must ultimately take away all incentive to become skilled in the business of dispensing drugs.

I had occasion to express these sentiments in a letter to the Attorney-General of my State last July when proceedings were commenced against the local organization of retail druggists

under the anti-trust laws of our State. I do not repeat them here because they are unique or original, but because they express my views of the recent movement among retail druggists. I do not know that I can add anything further than to say that I believe the most common sense of business fairness and sound policy, both commercial and civic, indicates that so long as the retail druggists adhere to the purposes thus far expressed every wholesale druggist should sustain them, not theoretically out practically, to the fullest extent that the law will allow, and that such support should be withdrawn only after the courts of the land have declared it to be illegal.

NO DRUG TRUST.

I am not aware of any disposition on the part of wholesale drug men to encourage the trust idea. On the contrary, I believe there is no line of business in which it would be so difficult to form a combination which would take away the individual control of owners. Our business is technical, highly responsible, and deals with the question of life and death, not merely with property considerations. This compels a more thorough mental discipline and a wider knowledge than is necessary in ordinary mercantile pursuits. The result is a high sense of individual responsibility and individual independence of character which resents the idea of surrendering identity of ownership, becoming managers under the direction of a board located perhaps a thousand miles away. The wholesale druggist naturally resents the idea of being merged and his identity lost in a mass. His training develops antagonism to the trust idea.



A. B. MERRIAM,

of Minneapolis, Secretary of the N. W. D. A.

This same intelligent independence, however, may and should be employed to bring about concert of action, applying to our business natural and just laws of trade. The drug business is represented by the manufacturer, the jobber and the retailer. Are there not enough leading minds in these three branches of the trade to devise a friendly, lawful and practicable working arrangement which shall not only save ourselves much annoyance and waste but likewise greatly benefit the community by protecting it against errors and frauds which may have fatal results to human life? I commend this to my brethren in the drug trade as worthy of their best, most serious and patriotic consideration.

In conclusion I want to thank the members of the Association for their cordial support during my term of office, and their ready response to every request in the interest of the drug trade.

The address was well received, and President Walbridge was voted the thanks of the Association. The paper then took the usual course, being referred to a committee of five for consideration and report. Chairman Faxon named the following committee: J. B. Purcell, C. F. Weller, W. J. Walker, Clayton F. Shoemaker, W. J. Money.

The report of the Committee on Mem-

bership was then presented, after which the session adjourned.

Accessions to Membership.

The following are the names of applicants proposed for membership at the first sitting, all of whom were elected at the succeeding sitting:

Theodore Merritt's Sons, Newburg, N. Y.
Fort Wayne Drug Co., Ft. Wayne, Ind.
Saginaw Valley Drug Co., Saginaw, Mich.
Taylor & Peek Drug Co., Macon, Ga.
The Geer Drug Co., Charleston, S. C.
Stewart & Holmes Drug Co., Seattle, Wash.
H. M. Patchen, Helena, Mont.
Lincoln Drug Co., Lincoln, Neb.
Churchill Drug Co., Burlington, Ia.
C. J. Lincoln Co., Little Rock, Ark.
Bailey Drug Co., Zanesville, O.
The Bridham-Quereau Drug Co., Denver, Col.
Hathorn & Co., Saratoga Springs.
Magnus & Lauer, New York.
Abbey Effervescent Salt Co., New York.
F. A. Thompson, Detroit, Mich.

Second Session.

The second session was called to order by President Walbridge at 4 p. m. on Wednesday. Assistant Secretary Toms read the minutes of the preceding meeting, which were adopted as read. The election of new members was then taken up and the entire list as posted at the preceding sitting elected with the usual formalities. The Committee on the President's Address reported through Chairman Purcell. The report of the committee commended the president for his treatment of the rebate plan and moved a vote of thanks to him for his able and effective conduct of the office during the past year. In the regular order of business, President Walbridge named the following Committee on Nominations and Place of Meeting, viz.: J. B. Purcell, W. B. Blanding, M. N. Kline, W. A. Hover, J. C. Eliel, Chas. F. Weller, T. P. Cook, W. A. Dicks, Theodore Meyer, Chas. Hubbard. Committee reports were then taken up and T. F. Van Natta, of St. Joseph, Mo., presented that on Paints, Oils and Glass, which furnished an interesting account of the consumption and market value of these articles. The sharp extremes of fluctuation in the price of linseed oil were especially commented upon, and the operations of the American Linseed Oil Co., who advanced the prices from 30c. to 48c. shortly after its formation, were alluded to. The consumption of linseed oil during the past year amounted to 40,000,000 gallons, an increase of 5,000,000 gallons over the preceding year. The increase was pointed out as an indication of the prosperity of the country.

An outline of the entertainment provided by the Committee on Arrangements was given by Commodore Isaac E. Emerson. The committee recommended that Clarence G. Stone be made permanent secretary of the Committee on Arrangements. The zeal and activity of the committee having in charge the entertainment features of the annual meeting impressed everybody, and there was a fear that too much attention might be given to entertainment, and this was

voiced by J. C. Eliel, of Minneapolis, who said that the committee had been too thoughtful for the comfort of the members and appeared to lose sight of the fact that the Association had met for serious business. Commodore Emerson made a clever reply, stating that when the plans of the Committee on Arrangements were being perfected, it was the understanding of the committee that Mr. Eliel would be in Europe, and that long speeches would therefore not be a feature of this year's gathering, to the quicker disposal of such business as might come before the members.

Conflicting Views on Drug Adulterations.

The majority report of the Committee on Adulterations was presented by the chairman of the committee, Clayton F. Shoemaker, of Philadelphia. It was a lengthy document and occupied much time in the reading. Condensed to its ultimate point, it expressed the conviction of a majority of the committee that "we need pure water and pure air far more than we need protection from impure drugs." The minority report, submitted by John F. Queeny, of St. Louis, disagreed in toto with this, and attempted to show "that there is now no commercial line of business—excepting perhaps spices—in which so much actual adulteration and deception is practised" as in the wholesale drug business.

The majority report expressed the conviction that the danger to which the public is liable to be subjected in the adulteration of food or drugs is infinitesimal when compared with other sources.

A series of questions was addressed by the committee to each member of the Association calling for their experiences and opinions upon certain specified subjects, as follows:

I. Have you during the last year had brought to your attention any new form of adulteration or sophistication in any line which previously had not made its appearance?

II. Do you believe that the average quality of the crude drugs and chemical preparations sold by the wholesale drug trade is better or worse than in former years, say ten to twenty years ago? In other words, do you consider that the average quality is increasing or decreasing?

The third, fourth and fifth questions related to a subject which the committee considered the most important question of the day before the drug trade, to wit, the possibility or probability of a National Pure Food and Drug Law.

Question III. read:

III. Do you believe that a national pure food law is one of the probabilities of the near future?

IV. Is it your opinion that such a law is demanded by the majority of the inhabitants of the country?

V. Are you in favor of or opposed to such a law?

Out of a total membership of 230 the committee received 118 replies to these queries.

The answer to question No. I. was in almost every case "No!"

In response to query No. II. 80 members said that in their opinion the average quality of drugs sold to-day was better than of old, some of the answers being very enthusiastic on this point. Twenty-four considered that the quality was about the same, and 9 members said that they considered the quality was worse.

In reply to the third question, 54 members replied in the affirmative, 25 in the negative, and 9 were uncertain.

To the fourth question 36 members said "Yes!" 6 were uncertain and 59 said "No!"

As to query No. V., 27 jobbers opposed the enactment of a Pure Food and Drug Law and 26 favored it. Eighteen favored the law with modifications, and 6 were uncertain.

Members of the Association who are not classed as jobbers ranged themselves as follows: In favor, 11; opposed, 9; in favor, with qualification, 9; uncertain, 2.

In view of the opinions expressed by the members, the committee felt warranted in assuming that the passage of a Pure Food and Drug Law is an early future probability. At the same time they express the opinion that the passage of such a law is not really desired by the people, but is probably the result of agitation on the part of office seekers. It is also the conviction of the committee that a majority of the membership of the National Association of Retail Druggists is opposed to the enactment of such a law as the Brosius-Faulkner Bill, under the conditions which are likely to surround its enforcement.



S. E. STRONG,
Treasurer N. W. D. A.

The question of what shall, or shall not, constitute a standard of purity occupied the attention of the committee, and they quoted from the provisions of the Brosius-Faulkner Pure Food and Drug Bill the following paragraph:

Sec. V. That the term "Drug" as used in this Act shall include all medicines recognized in the U. S. Pharmacopoeia and National Formulary.

Sec. VI. That for the purpose of this act an article shall be deemed to be adulterated, in the case of drugs:

First—If when a drug is sold under or by a name recognized in the U. S. Pharmacopoeia it differs from the standard of strength, quality or purity, according to the tests laid down in the U. S. Pharmacopoeia official at the time of investigation.

Second—If when sold under or by a name not recognized by the U. S. Pharmacopoeia, but which is found in the National Formulary, it differs from the standard of strength, quality or purity according to the tests laid down in such work.

Third—If its strength or purity fall below the professed standard under which it is sold.

Fourth—If it be an imitation bought and sold under the specific name of another article.

The committee stated that a very considerable proportion of the articles wholesale druggists deal in do not conform to all the Pharmacopoeial stand-

ards, a circumstance not due to any lack of honesty of intention, or care in regard to examination, but because the Pharmacopoeial tests were too rigid in character, and without proper consideration of commercial conditions, from the circumstance that they are ambiguous in language or conflicting in their character.

In passing this judgment, the committee asked to be absolved from passing any reflection on the ability or intention of the revisors of the Pharmacopoeia. The work of revision was a thankless task and involved a mass of work beyond computation. At the same time the committee wished to sound a note of warning, and to say to the world that if a Pure Food and Drug Law is to be passed and the Pharmacopoeia is to be made the standard by which crude and manufactured drugs are to be judged, the approaching revision of the Pharmacopoeia should receive special consideration on that score.

With a view to throw light upon the subject, the committee cited several examples, and commenced with Alum. This name has been applied indifferently to two salts, one consisting of aluminum tersulphate combined with ammonium sulphate—known as ammonia alum—and the other of the same salt of aluminum combined with potassium sulphate, and known as potash alum.

Ammonia alum was official in the U. S. P., 1870, but in the U. S. P., 1880, it was replaced by potash alum. A great deal of confusion exists in the minds of druggists in regard to these alums, and to settle the matter and satisfy the committee's curiosity with regard to the motive of the change in the Pharmacopoeia, an inquiry was sent to Dr. Charles Rice, of Bellevue Hospital, New York, the chairman of the Committee on Revision of the U. S. Pharmacopoeia. In reply to the letter of inquiry, Dr. Rice sent the following communication:

Concerning Alum, I would say that it is not the last Pharmacopoeia—of 1890—which replaced Ammonia Alum by Potash Alum, but the Pharmacopoeia of 1880. The chief reason why the change was made, and particularly upon the recommendation of Prof. J. M. Maisch, was this, that a much more exsiccated Alum can be produced from the Potash Alum than from the Ammonia Alum. See the U. S. Dispensary under "Alumen Exsiccatum."

The committee attempted to show by this that no possible disadvantage could accrue to the public from the sale of drugs not strictly up to the Pharmacopoeial standard, especially regarding ammonia alum.

The committee is opposed to the enactment of a Pure Food and Drug Law, but deems it unwise to oppose such legislation. "As an association," it says, "we should not encourage the passage of a Pure Food and Drug Law, and should especially deprecate public agitation of the subject as inexpedient and unwise, not because we fear discussion, but because of the lack on the part of the public of the technical knowledge necessary for intelligent discussion."

The report concludes with a recommendation to the Committee on Revision and Publication of the United States Pharmacopoeia to pay great care to the language in which the tests are couched, and to the character and suitability of the tests themselves. The report recommends a reduction in the number of articles contained in the Pharmacopoeia and suggests that special care be exercised in adding to the list of standardized articles.

The Minority Report.

By JOHN F. QUEENY,
St. Louis, Mo.

The keynote of this report is the "absolute necessity" for the enactment of a national law to prohibit the sale of impure and adulterated drugs and chemicals, and the question is asked, if similar laws work well in England and Germany, why not in the United States? Some startling statements are made by Mr. Queeny in this report. In one place he speaks of an order which had been sent a large drug miller for "Pure" Powdered Elm Bark and the reply of the miller to whom such an absurd order was sent. After the miller had recovered from the shock, he wrote:

By reference to your order we note you say "pure" ground elm bark. It is quite uncommon to sell this article strictly pure, as it proves unsatisfactory to the consumer in almost every case. For years we have made a grade containing 26 per cent of wheat flour, which grade we quote you at — per pound. It is so seldom that we sell strictly pure that we do not quote it unless inquired for. We quote strictly pure at — per pound. As your order specifies, we take this opportunity to explain before shipping same, so that there may be no disappointment.

The quality of the oil of sandalwood of the market was the subject of caustic comment in this report. A large percentage of oil of sandalwood is used for medicinal purposes, yet when a physician prescribes the oil, says the report, and does not get the desired result, he blames the patient and prescribes something else, when, if the truth were known, the sophisticated article was dispensed.

Pure oil of juniper wood is unknown, according to Mr. Queeny's report. What is sold for it is a mixture of oil of juniper berries and turpentine, or other adulterant. It is also well known that large quantities of synthetic oil of wintergreen are shipped into the country to innocent (?) farmers, and come back labeled true oil, though a good deal of the stuff is sold as true oil without going to the farmers.

The report bristled with short, sharp suggestions, as:

How much benzaldehyde (synthetic oil of bitter almond) is sold for true oil?

How much synthetic mustard for true?

How much artificial sassafras for the natural? Test the oil of eucalyptus on the market and see how it meets the U. S. P. requirements.

Why is there a difference of about \$1.25 per pound in the price of the two qualities of oil of pimento? A question which also applies to bay, caraway, celery, cloves and other similar distilled oils. There is only one quality "pure" when distilled primarily.

Brokers' sheets quote locotraine aloes powdered 12 cents per pound. The import cost of the true article in its crude state is about 18 or 19 cents per pound. The report, mercifully enough, does not state what is supplied for locotraine aloes at the price quoted.

Why is it that powdered ipecac is usually quoted at 10 to 15 cents per pound below the price quoted for the whole root when it costs between 8 and 10 cents per pound to powder it? The Government prohibits the importation of the Carthagen variety, yet despite the precaution of the Government and the laws now ruling this forbidden article is found on sale.

For what purpose are cantharides' wings and siftings imported?

How many know that exhausted cubebs are sold for making black pepper?

A large quantity of powdered maple or other wood charcoal is sold as powdered willow charcoal. While the willow variety may not have any special medicinal virtues over some of the other wood charcoals, should not the goods be sold for what they are?

Epsom salt is named as an adulterant of oxalic acid.

Samples of powdered borax frequently yield 75 per cent of sodium carbonate.

Mr. Queeny repeated in his report the words of a large manufacturing house, in response to a complaint that an article furnished was not up to the requirements of the U. S. P.—"The difficulty in regard to —, as well as other articles is that the jobbers want to buy these goods for less money than strictly U. S. P. goods can be produced for." Potassium bromide, potassium iodide and bismuth subnitrate were instanced as articles that are seldom supplied pure.

Mr. Queeny closed his report with a reference to "an actual occurrence related to me by a member of the chemical firm referred to. A member (the buyer) of a certain wholesale drug company, not very long ago, approached a chemical manufacturing firm with quite a long list of staple chemicals, such as calomel, iodoform, potassium iodide, etc., with the proposition to reduce the cost of these articles to him 25 to 33 per cent by adding adulterants. With a National Pure Food and Drug Law in force, would that man ever think of making such an infamous proposition?"

The report of the Committee on Me-



W. S. MERSEREAU,

Chairman Committee on the Drug Market,
N. W. D. A.

morials for Deceased Members was presented and it took the usual course, being referred to the secretary for publication. Thomas F. Main announced the absence from the convention of First Vice-President Albert Plaut, of New York. Mr. Main stated that Mr. Plaut had suffered a bereavement in the loss of his wife, and he moved that Secretary Merriam be instructed to write a letter of condolence, which was ordered done.

The Wholesale Drug Market.

William S. Mersereau, of the firm of Schieffelin & Co., New York, reported for the Committee on the Drug Market, and presented an exceptionally valuable report, giving statistics of the fluctuations in value and market position of the staple drugs. He first congratulated the members upon a twelve months' history of prosperity of exceptional range and degree. The operations of purchasers had, he said, been marked by great conservatism, which prevented the accumu-

lation of surplus stocks, and enabled dealers to meet their obligations with satisfactory promptness. No important failures had occurred during the year among wholesale druggists and the committee expressed its conviction that the steady adherence to the plan of conservatism must be credited with that happy fact.

As to the price fluctuations of the year, these have resulted chiefly from natural causes.

In a few instances the advent of new manufacturers in certain lines brought about a shrinkage of prices and similar results have followed where foreign products have been brought into closer competition with articles of American manufacture. Speculation cut no figure in the variations.

The report concluded with a tabulated statement giving comparative quotations for intervals of three months, making it easy to ascertain prices at any of the quarterly periods given.

Report of the Committee on Legislation.

M. N. Kline, of Philadelphia, as chairman, presented the report of the Committee on Legislation. He said that the exhaustive review given in the able report submitted by this committee last year left little to be done by the present committee. The workings of the war stamp tax, however, during the year under review furnished a topic of interest. On this head the report says:

The committee are informed by the Commissioner of Internal Revenue that the total receipts from internal revenue taxes amounted to \$273,484,582.44, and that of this amount there was collected from the articles enumerated in schedule "B" \$5,219,737.46. When it is remembered that schedule "B" embraces, in addition to medicinal preparations, perfumery and cosmetics, chewing gum and bottled wines, it would seem as if our already overburdened branch of the business could well be relieved entirely from the annoyance of the stamp tax, without seriously interfering with the revenue of the country. While it is impossible to state just what proportion of the taxes collected under schedule "B" are derived from medicines, perfumery and cosmetics and what proportion from chewing gum and bottled wines, it is fair to assume that, with the immense sales which chewing gums are now enjoying and the very considerable sale of bottled wines, \$4,000,000 would probably cover the entire revenue derived from medicinal preparations, perfumery and cosmetics, and this, it will be seen at a glance, constitutes a very small percentage of the total receipts of two hundred and seventy-three and a half millions.

In view of the pressure on Congress of war measures during the last session, the committee had not endeavored to have any legislation brought up. It was noted that \$92,201,254.77 of the internal revenue mentioned had been derived from the tax on spirits. Of this from 25 to 50 per cent was paid on alcohol used in medicines and the arts. If the latter estimate (50 per cent) was correct, and the chairman thought it was not far wrong, it will be seen that the manufacturers of medicines are already sufficiently represented in the tax list to be entitled to exemption from the stamp tax. The committee did not believe the abolition of the tax possible just now, but thought that the tax should be extended to cover all kinds of proprietary goods. The Commissioner of Internal Revenue had signified his intention to ask for an extension of law so as to cover all proprietary medicinal preparations, whether compounded or un-compounded. The committee saw no reason why the extension should not be made to cover all proprietary preparations, whether medicinal or non-medicinal.

The report stated that the Brosius Pure

Food Bill would probably receive favorable consideration in the coming session. The chairman of the committee had attended the Pure Food Congress in his individual capacity, but reported that nothing had really been accomplished there. Believing that some legislation along this line would be enacted sooner or later, he urged the Association to use its influence towards securing the framing of a law such as would bring about the best results with the least possible friction and would leave the least room for abuse should the administration of the law fall into the hands of venal office holders.

The committee referred to the prospect of free alcohol as being even less now than heretofore. Referring to the matter of legislation antagonistic to proprietary interests, it was stated that the jobbing trade had been of great value to the proprietary men in securing the defeat of "strike bills." Some correspondence had been had with the commissioners appointed by the President to revise the trade-mark law upon the subject of trade-marks and patents, a portion of which was presented in the report of the committee. The report concluded with the following recommendations:

First—That our Committee on Legislation be instructed to favor the repeal of section 20 and its dependent clauses of the War Revenue Law of 1898.

Second—If this is impossible, favoring the reduction of the stamp tax to a rate equal to one per cent of the retail price, and an extension of its provisions to other than medicinal proprietary trade-mark articles. We also recommend that our committee favor the passage of the Brosius Pure Food Law, now pending in the United States Congress, provided the interests of chemists and druggists are safeguarded in such particulars as may appear to them to be necessary.

Third—We recommend the co-operation of our Committee on Legislation with the commissioners appointed to revise the trade-mark laws, in favor of embodying their recommendations into a law, or laws, more fully protecting the interests of our members and securing more satisfactory reciprocal relations with foreign countries.

Third Session.

President Walbridge called the Association to order promptly at 10 a. m. on Thursday. He announced the names of the committee appointed to consider a revision of prices on pharmaceutical preparations as suggested by Mr. Frisbie at a previous session. The committee consists of E. C. Frisbie, Charles S. Littell and F. L. Carter.

COMMERCIAL TRAVELERS.

The report of the committee was presented by the chairman, Wm. G. Mooney. The report noted a tendency on the part of manufacturers to reduce the number of commercial travelers employed, and by thus cutting off expenses widen the narrow margin of its profits. Drug jobbers, however, seemed disposed to manage affairs in the good old way that prevailed before the latter day dispensation with its trusts and combines.

The committee suggested that steps be taken to decrease the number of travelers employed by the different drug houses throughout the United States. Several years ago, the report stated, commercial travelers visited the trade every 30, 60 or 90 days. At the present day the traveler visits his customers every two weeks, and in many localities even oftener.

On Coaching New Men.

The report noted the fact that many houses take haphazard chances in sending a traveler on the road by neglecting to give him the proper "coaching" before starting him out upon the territory assigned to him, and urged the advisability of initiating new men in the ways of the house he is sent out to represent. The committee expressed its conviction that traveling men should be trained from the office force of the firm, so that when they present themselves to the trade the impression they make will entitle them to recognition as an actual part and member of the house represented.

The report disapproved of the employment of travelers on a commission basis for the reason that the effect of such employment has been to demoralize the trade wherever travelers on commission go.

The Expense Account.

The travelers' "expense account" received attention. This account is not always watched and guarded as it should be. Many irregularities are suffered to



CLARENCE G. STONE,
Secretary Committee on Arrangements.

exist that should have been discovered and cut off at the beginning. Some houses have come into question by the action of their travelers in

Rebating from the Expense Account.

The acceptance by travelers of commissions from manufacturers is a practice that is becoming common in the drug trade. The report denounced the practice and recommended that a rule be established to discountenance and break it up completely.

The Board of Control reported on the report of the Committee on Commercial Travelers. It contained no recommendations, and was adopted. The report of the Committee on Drug Market took the same course and the recommendation was adopted.

F. A. Faxon requested that the report of the Committee on Proprietary Goods be made a special order for 11.30 o'clock. He also proposed an amendment to the constitution raising the annual dues of active members from \$25 to \$50, and associate members from \$10 to \$25.

J. B. Purcell reported the following list

of names for officers for the ensuing year:

For president, E. C. Frisbie, Hartford, Conn.

First vice-president, J. N. Carey, Indianapolis.

Second vice-president, W. G. Mercereau, New York.

Third vice-president, Charles Cook, Portland, Me.

Fourth vice-president, L. A. Lange, Milwaukee, Wis.

Secretary, A. B. Merriam, Minneapolis, Minn.

Treasurer, S. E. Strong, Cleveland, O.

Board of Control: C. F. Shoemaker, Philadelphia; J. C. Fox, Atchison, Kan.; F. A. Dick, New Orleans; D. M. Cowan, Buffalo, N. Y.

Mr. Purcell asked that the election of officers be made a special order for 2.30 o'clock.

The report of the Board of Control was proceeded with, Chairman Walker reading the findings of the board on the reports of the Committee on Paints, Oils and Glass, Drug Adulterations and Legislation.

The report of the secretary was then presented by A. B. Merriam.

Report of the Secretary.

By A. B. MERRIAM.

Mr. Merriam presented a brief report. At some previous conventions specific action was taken in regard to certain matters of special interest to the members, and by resolution the secretary was instructed to compile certain information and duly report at the next meeting of the Association. Following the instructions of the Richmond convention in 1897, the working of the several drug exchanges was duly reported by the several secretaries, and their reports were embodied in the secretary's annual report at the meeting in St. Louis last year. At that meeting no special requisition was made upon the secretary for information regarding Association matters, but he stated that the general correspondence with the membership and kindred associations had been about the same as in previous years.

The condition of the membership as reported last year was as follows: Active members, 232; associate members, 182. These did not include the applications reported by the Membership Committee and elected later in the session, which increased the number of active 2, associate 11, making a total of active, 234; associate, 193.

During the past year two jobbing firms in St. Louis have consolidated their interests, making one member less in that city. In the associate list five firms have resigned and one firm has gone out of business. In the active list one firm only has resigned. The treasurer reports that up to the time of making this report seven firms in the active list and five firms in the associate list are delinquent in the payment of their annual dues. It was thought advisable to continue some of the names on the list during the year, hoping payments will be made before the next meeting, and if not then paid the names will be stricken from the lists.

PUBLICATION.

Six hundred and fifty copies of the proceedings at St. Louis last year were printed and distributed to the membership in the usual manner. This was fifty copies in excess of previous years, for the reason that as the organization of the retail druggists was then forming in St. Louis, and a mutuality of interests brought the two associations in pleasant harmony during the sessions of the conventions, it was thought a generous distribution of our proceedings among those prominent in the organization would help to assure our friends that the action of our body would prove our earnest sympathy and aid in cementing a friendship between the organizations now so closely allied. We are now at this meeting passing the quarter of a century mark in the history of this Association. Those of us who were present at its inauguration, and hopefully planned for its success, have great reason to rejoice at the progress made year by year, until now the period of experiment has passed and the stability of its foundation seems fully assured. Many of the local commercial bodies which were co-existent with our own at its foundation, and some of whom were afterwards inaugurated with ambitious hopes of success, have passed away and now only live in memory.

PROMINENCE OF THE N. A. R. D.

In view of the prominence which is now given to the organization of the "National Association

of Retail Druggists," and especially as many of our members are actively interested in its success, it may be proper to refer to it in this report. At this point it may not be ungenerous to refer to the efforts of the retail druggists several years ago to form a national association. We were not indifferent to their efforts to mature and perfect such plans as would secure to the retailers a better profit on proprietary goods.

At our convention at St. Louis in 1884 the "Campion plan" was under discussion, and influential delegates from the retail association were present and prominent in the debates. At the close of the discussion it was voted that our Association pledge the sum of one thousand dollars (\$1,000) towards helping to defray the expenses of this plan. This action of our body showed our interest in the affairs of the retail organization. It was to their interest, as it was to our own, and as it is to-day, in holding up the hands of the brave and gallant body of retailers, which fifteen years later, in the same city and with the experience of the past to aid them in the adoption of new lines of defensive action.

INCEPTION OF THE N. W. D. A.

Among the deaths reported by the Committee "On Memorials of Deceased Members" was the name of ex-President James S. Burdsal, of Cincinnati. To those familiar with the early history of our Association this name will be recalled as the one especially prominent in its inception and organization. The memorable preamble to our constitution adopted at Indianapolis in 1876 is a suggestion of the condition of business methods prevailing at that time in many portions of our country, especially in the West and Northwest. There was probably no time in the history of the wholesale drug trade of the country when competition was so rampant, followed by a reckless demoralization of prices, the bitter denunciation and rivalry of competing firms, and the utter disregard of those higher principles of business ethics which should be at all times controlling and observed. It was at this time that Mr. Kiefer, of Indianapolis, came to Cincinnati, and in consultation with Mr. Burdsal urged that some action be taken looking to a change in the general business condition. Mr. Burdsal promptly called a meeting of the wholesale druggists of Cincinnati and was elected its chairman. The secretary of the meeting (A. B. Merriam, the present secretary of the N. W. D. A.—Ed.) was instructed to send a circular letter reporting the action taken to every wholesale drug firm in the territory named, which resulted in calling a convention at Indianapolis, March 15, 1876. The constitution and by-laws adopted at Indianapolis were wholly written by Mr. Burdsal, and with some slight changes since made necessary by the enlargement of territory and membership, is the one under which the N. W. D. A. is working to-day. Mr. Burdsal never expressed an ambition for official position in the Association, and when the time came for the meeting of the convention at Cincinnati in 1881 he was elected its president and ably discharged the duties of the office. He was a man of great energy of character, and while he remained in business in Cincinnati he was persistent in advancing the interests of the Association. In the last hours of his life, and his mind wavering at times, he audibly expressed his affection for the institution he so significantly aided in establishing, and with no reflection upon the merits of those with whom he was associated, he may justly be called the Father of this Association.

In view of the facts thus briefly stated I would suggest that a committee of three be appointed by the president of this body, of which the Chairman of the Committee On Memorials of Deceased Members shall be chairman, to prepare and submit to the convention appropriate resolutions expressive of the sentiment of this Association on the death of Mr. Burdsal.

The report was received and Chairman Walker, of the Board of Control, made an immediate report as follows:

Board of Control on Report of Secretary.

It is especially gratifying to every member of the Association to again hear a report from our faithful secretary. During his long and severe sickness, and in the weeks when his life was despaired of, he was the recipient of the sympathy and well wishes of the entire trade for his recovery, and it is with pleasure that we greet him in his accustomed place. The report of our membership, nothing but one resignation during the year, must indicate the necessity for an organization such as we have.

We commend the secretary for his abiding interest in the work of the Association and for his faithfulness in discharging every duty of the office to the best of his ability. As suggested by the secretary, we offer the following resolution:

That a committee of three be appointed by

the president, of which the chairman of the Committee on Memorials of Deceased Members shall be chairman, to prepare and submit to the convention appropriate resolutions expressive of the sentiment of the Association on the death of ex-President Burdsal.

Too Much Entertainment.

M. N. Kline, in discussing the report of the Board of Control, said he regretted to note a certain tendency on the part of the members to allow reports to be adopted without discussion. The increasing attention which is being paid to the entertainment features of the convention impressed him as an evidence of decay. If the members proposed to maintain the standing of the Association it was necessary to revert to first principles and pay more attention to business.

J. C. Eliel, of Minneapolis, supplemented the remarks of Mr. Kline and expressed his serious opposition to the overshadowing of the business features by entertainment. The fate of the contract plan was in the balance. It would disintegrate if the more serious business of the members of the Association were not given more attention. He considered



THOMAS P. COOK,

President of the New York Quinine and Chemical Works, New York; Member of the Committee on Arrangements.

the Association must go back to the old order and do away with entertainment at future meetings.

At the suggestion of the chair a few moments were devoted to a discussion of the early history of the Association and tributes to the memory of ex-President Burdsal, of St. Louis, and Daniel R. Noyes, of St. Paul, addressed the gathering in reminiscent vein.

Treasurer S. E. Strong presented his annual report, showing the following financial statement:

Treasurer's Report for Year Ending Oct. 9, 1899.

Cash receipts.	
Balance on hand as shown by last report.....	\$138.79
Sale of badges at St. Louis meeting.....	12.00
Initiation fee from fifteen new members.....	150.00
Dues from active members.....	5,725.00
Dues from associate members.....	1,820.00
Sale of rebate books.....	573.49
Mileage rebates from J. E. Toms.....	24.32
	<hr/>
	\$8,443.60

Cash expenditures.	
General expenses.....	\$1,530.14
Credit and Collections Committee.....	45.63
Proprietary Committee.....	6,586.28
Legislative.....	36.00
Rates & Routes.....	24.90
Paris Green.....	80.40
Membership.....	5.20
Drug Market.....	18.50
Arrangement and Entertainment Committee.....	108.18
	<hr/>
	\$8,439.73

Balance on hand, for which find check herewith..... 3.87

Detailed report of expenditures will be found on the two sheets hereto attached, all of which, together with approved vouchers for all of the expenditures herein reported, are hereby respectfully submitted.

S. E. Strong, Treasurer.

The report was received and referred to a special committee for audit.

J. B. Purcell moved the appointment of one of the assistant secretaries as a member of the Committee on Entertainment in order that proper provision may be made for the business meetings of the Association. The Committee on Entertainment came in for some criticism on account of the great preponderance of entertainment features and neglect of provision for the transaction of the business of the Association.

A motion by Mr. Cook to add the names of the chairmen of all standing committees to the Committee on Entertainment was voted down.

The special order of business was then taken up, and Chairman Frank A. Faxon presented the report of the Committee on Proprietary Goods.

Report of Committee on Proprietary Goods.

FRANK A. FAXON, Chairman,
Kansas City, Mo.

Brief as the time seems, a full year has passed into history since the last report of this committee was made to the twenty-fourth annual convention of the N. W. D. A., held in the great metropolis of the Mississippi Valley. Like all years, it has had its measure of losses and gains, successes and failures, contests and victories. But the record of 1899 has been a fairer one than has been recently written. Business confidence, so long absent, has had a full restoration, and the commerce of the country has swollen to unprecedented proportions. Expansion seems to be the order of the times, and a mighty destiny seems to be in store for our beloved country. On every hand may be seen the signs and promises of great commercial prosperity. The drug business, in common with other branches of trade, has shared in the better times. An increased volume of business is being done. And yet it is as true to-day as in any period of the past that without the protection afforded by the rebate plan the profits would hardly equal the ever-growing expense account. A scheme of such value, then, should, it would seem, be most carefully guarded, and the efforts of all interested be most earnestly and honestly enlisted in its support and further upbuilding. However strange, it is true, "and pity 'tis 'tis true," that the loyalty of its direct beneficiaries cannot always be counted upon. Certain ones, whose commercial solvency depends upon its maintenance, withhold all active co-operation. Others, who enjoy its benefits and without a doubt desire its continuance, assume a position of apparent antagonism. Again there are those—few happily—who are ever ready to express appreciation of its value, profess loyalty to it, sign contracts, and then wink at all manner of violations.

If the early fathers of the National Wholesale Druggists' Association builded well it was because their noble efforts led to the establishment of the rebate plan. A plan that enabled wholesale druggists of this country to carry their business with fairly satisfactory results through the dismal days following 1892 is surely worth saving—and it will be saved, but only by that eternal vigilance which is the price of everything worth having. In the main it has been well supported, and in the main it is well supported to-day; but a small leak may sink a great ship. In order to not slip behind we must keep pushing forward. There is a growing need for more money. To secure absolute evidence of contract violations ample funds to draw upon should at all times be in

the Association treasury. This is becoming an imperative necessity. Considering the importance and value of the work done by this organization the annual dues have always been absurdly small. They should be increased, and it is to be hoped that at this meeting provision will be made to supply ample revenues to the end that the best possible work may be done. An annual payment of fifty dollars (\$50) by active members would be but a trifle, and it would supply a fund sufficient for an active and aggressive policy which would be worth much to the members of the Association.

A jobber should not expect to have his business made and kept profitable and easy by simply mailing a \$25 check once a year. Not only more money is needed but more work. A larger, livelier interest should be developed. Every member should consider himself a committee of one to look after the interests of the rebate plan in his territory.

And it is well now to consider whether it may not be possible to make some changes in the rebate plan which will give it greater strength and efficiency. It is believed that this can be done, and the method is simple. The adoption by leading proprietors of the Jayne plan, with some modifications, would bring, we believe, the most gratifying results. It has been urged by some that the general adoption of the proposed method would tie up too large a sum of the jobber's rebate money, though it is quite certain that it would be very much better to have all the profits on proprietary goods held back for six months than to adhere to a system that may ultimately be abandoned on account of its failure to protect. Let rebate proprietors, or those who wish to control the prices and distribution of their goods, honor orders for quantity lots from any jobber whose name appears on the official list, and make the rebate payable in three months, only upon receipt of a statement signed by the firm to the effect that in no instance have the proprietor's terms of sale been deviated from. This plan has been satisfactory wherever tried. The Eastman Kodak people are able to absolutely prevent cutting on their restricted goods, and they use this method. It would keep from the hands of the jobber his rebate for an average period of forty-five days, which is surely a small matter when the general benefits that would accrue are considered. It would relieve jobbers from any consideration of the so-called anti-trust laws. If the seller did not make the necessary declaration that the proprietor's terms had in every way been respected, or if evidence was submitted that violations had been made, the penalty would be naturally and easily applied. If the members of this Association desire the adoption of such a plan there is little doubt but what the proprietors would be glad to meet their wishes. * * *

THE N. A. R. D.

Coincident with our meeting in St. Louis a year ago a trade organization was effected that has been a mighty factor in the work which engages us. Hereafter the retailer must be taken into account. He is with us and for us, and the more closely we co-operate the better it will be for both. The National Association of Retail Druggists has grown beyond all expectations. Borne of the seriousness of the occasion, the infant organization has developed strength with amazing rapidity. Wisdom has been its guide and moderation its principle of action. Standing upon a broad platform, its leaders asked of proprietors what our own Association has long contended for. They might have taken a very different position. Men of small mental calibre would probably have done so. They were not chasers of moonbeams. They did not expect to entirely abolish the cutting evil, but they saw that it might be checked, and to a large extent controlled, and they adopted a plan that is practical, and we believe the only one that is practical. The essence of their work at St. Louis was in the unanimous adoption of the following resolution:

"Resolved, That we request the manufacturers of proprietary articles that they limit the distribution of their goods, when sold at lowest prices, to the legitimate wholesale dealers, as recognized by the Proprietary Committee of the N. W. D. A., the Executive Committee of the N. A. R. D., and a committee of the Proprietary Association; and that we also request the jobbers not to sell to department stores or to persistently aggressive drug cutters."

It was a close-cut, definite, intelligent demand, and a reasonable one. Conservative men with clear heads were placed in control, and very effective work has been done, especially in the West. In the East progress has not been so marked, but the leaven is working, and valuable results are sure to come. It is only through organization that the evils which disturb the retail trade can be remedied, and it is not probable that an association better qualified to grapple with existing troubles than the N. A. R. D. will ever be created. A stupendous work has been undertaken, and success will ultimately perch upon the Association's banner if its members become not weary in well doing.

Taking the broad ground which the retail organization did at St. Louis, they had reason to expect loyal and cordial support from every jobber. As a general thing they have had this, but there have been a few notable exceptions.

At a meeting of the Western Wholesale Druggists in St. Louis, held in March last, one of the officers of the N. A. R. D. spoke these words:

"What we ask of you is but little compared with the direct benefits that would accrue to you. God knows we only ask that which is our right. We demand only what is just. There is not a jobber in the room who does not know that the prosperity of the retailer is absolutely essential to his success. We have offered you a condition that has never prevailed in the history of the drug business, when a united organization of retailers forfeits all the privileges of buying direct, insuring to the jobber all the profit that the proprietor feels willing to give, and joins in a request to the proprietor direct that he conduct the distribution of his products on lines laid down by the retailers, and asks nothing in return save the one thing—do not help our enemies."

Full co-operation between the N. W. D. A. and the N. A. R. D. will help the rebate plan and tend to reduce the cutting evil to the lowest possible terms. In what other direction is there any hope of success? The jobber as the first, and the retailer as the final distributor, are bound together by a common interest. Their paths cannot diverge without injury to both.

At a meeting of the Proprietary Association of America, held in New York city June 8, 1899, it was

"Resolved, That the members of this Association are in full sympathy and are ready to co-operate with the National Association of Re-



W. J. WALKER,
of Walker & Gibson,
Albany.

WM. R. WARNER,
of W. R. Warner & Co.,
Philadelphia, Pa.

tail Druggists in their effort to stop the cutting evil and require the jobber to confine his sales to the legitimate channels of trade, refusing all orders from department stores and aggressive cutters, and further suggest as one means for accomplishing this end that the National Association of Retail Druggists should require their members to discourage the sale of all substitutes for standard proprietary articles in every legitimate way; and, further,

"That we require the National Association of Retail Druggists to notify the manufacturer of any jobber who violates his contract in this respect, with a view to removing him from the recognized list of jobbers."

Thus we find that the three national organizations are pledged to co-operation. What is needed is an honest effort on the part of the individual members to secure the results that are indicated as desirable by the expressions of the associations in their different resolutions. Most of our troubles would be speedily remedied by the creation of such a triple alliance as would be possible if the earnest, honest and friendly co-operation of all the members of the three associations were once assured.

THE PROPRIETORS.

It is the purpose of this report to do full justice to proprietors. There are many of them who try in every way to meet the expressed wishes of the trade. There are a large number who are distributing their goods strictly in accordance with the demands set forth at the St. Louis conventions, and in this list are the names of the most important ones. They give no half-hearted support, but their earnest efforts are contributed toward the maintenance of the plan proposed. To them all honor and praise. Their friendly offices are appreciated, and the favor of their support reciprocated. But there are others who promise much and perform nothing; who agree to restrict their sales at best prices to the jobbers' list and who are

constantly ignoring such list. It is from these that supplies at best prices go direct to the individual retailer or to a combination of retailers, and thence by quickest route to the aggressive cutter who the proprietor knows is his worst enemy.

These proprietors who are playing fast and loose with their own published terms, who promise to the retailer and the jobber co-operation which they withhold, are now the most serious obstacles in the way of a much-desired improvement, and their names should be known to all as they are known to a few. They are receiving constant and valuable service from the legitimate wholesale and retail druggists of the country, for which they show no appreciation. When caught in a violation of their pledges they plead ignorance or unintentional disloyalty, and promise to do better in the future, only to repeat the same thing.

It is a good principle in business to stand by those who stand by you. Our hearty co-operation should therefore be given to those manufacturers who are true and faithful, and our friendly support, so far as possible, be withdrawn from those who regard nothing but their own mistaken ideas of policy.

Should the day ever come that brings a conviction that there can no longer be any reasonable profit to the large and the small distributor in handling standard advertised proprietary goods, that day will surely be a dark one for the proprietor, and the level-headed proprietor knows this. Such proprietors now stand with us and for us.

In May of this year a new edition of the rebate list was printed at a cost of \$718.50 for the 3,500 copies which the edition contained. Up to the present time there has been a total of nearly 3,000 copies distributed, bringing the receipts from sales up to almost \$700. Thus we have been reimbursed for nearly the total cost of the entire edition, and still have some 500 books on hand to fill future orders.

In conformity with the resolutions passed by the N. W. D. A. a year ago, the schedules of between forty and fifty proprietors were dropped from the revised rebate list on account of the goods having only a local demand, so far as the committee could ascertain.

The work of the Proprietary Committee which devolves upon the secretary has been done in a most satisfactory manner by Mr. J. E. Toms, and his worthy services are hereby recognized by the chairman of this committee.

The report was received and referred to the Board of Control without discussion.

The next report presented was on

Credits and Collections in the Drug Business.

A. CRESSY MORRISON, Chairman.

The credit man is not usually the one to laud optimism. He must even repress optimism on the part of the salesman who would induce him to take risks which conservatism would decry. The credit man, looking not only at the financial standing of the customer to whom he is asked to extend credit, but giving a backward glance into the detailed workings of the firm whose finances he directs, sees a necessity for conservatism in both instances.

So firmly imbued is the credit man by the strong per cent of pessimism in his department that it takes an era of prosperity like the present to make him think that he may sometimes be too conservative. These eras of prosperity, which, in a growing country like ours, come with almost unfailling regularity after each year of depression, sometimes lull to rest the anxiety of the past and lead him to take risks which in less prosperous times would be considered distinctly unsafe. While it is true that the credit man can this year, with less anxiety, extend larger credits, he is wise who will use the same discretion to-day which has carried his firm safely through the era of dull business which has just preceded. In times of prosperity there seems to be no logical reason why collections should not be more prompt, and while the outstandings may be increased in ratio to the increased volume of business, the easy collections of the retailer from the consumer should enable him to take greater advantage of discounts for cash. The net result should be a radical decrease in the outstandings in ratio to sales.

FAILURES IN 1898.

Eighteen hundred and ninety-eight marked the beginning of the turn in the tide of business affairs, in striking contrast with the five years preceding, indicating the sure return of this country to its wonted prosperity. The total failures for the year 1898 were 12,266, 18 per cent less than in the year 1897 and 46 per cent less than in the year 1896. The average liabilities per failure were the smallest ever known. The year 1899 began with the most substantial advance in all lines of business. The country showed itself to be decidedly on the

upward trend. There were no indications of reaction. The enormous balance of trade in favor of this country in 1898, as shown by the statistics of imports and exports, bringing to us as it did nearly \$600,000,000, a large proportion of which went to the primary source of production, agriculture and mining, worked miracles in discharging farm mortgages and increasing the volume of currency.

The failures among dealers in drugs and paints were less in 1898 than in any other year of the present decade. The liabilities in these failures were \$1,826,759 against \$2,400,000 the year preceding, and \$3,100,000 for 1896.

FAILURES IN THE FIRST HALF OF 1899.

The prophesy of prosperity, indicated by the rapid improvement of business in 1898, has been fulfilled by the year 1899. The total failures of the first half of 1899 were 1,884. The failures for the second quarter of 1899 were the smallest ever reported in that quarter for the past 25 years. The average loss per failure is the smallest ever reported.

The failures among dealers in drugs and paints for the first half year of 1899 were 145, as against 240 for 1898, 256 for 1897 and 267 for 1896. The liabilities for 1899 are only one-half those for 1896, and are 20 per cent less than in 1898.

CONDITION OF BUSINESS.

The demand for goods from the retail dealers, which indicates clearly that the public is buying freely and that there is no immediate danger of overproduction, is one of the most gratifying signs of the times. The enormous balance of foreign trade in our behalf continues and equal quantities of agricultural products are going abroad (at lower prices, however, than for the year previous). The deficiency, it is gratifying to see, is more than made up by the increased foreign demand for manufactured articles. As an indication of the tremendous business being done in this country, it is only necessary to state that the net receipts of the railroads are the largest ever known. The statistics show an increase of 5.6 per cent over last year and 10.5 per cent over 1892.

THE ABSENCE OF SPECULATION.

It is one of the most remarkable features of the time that legitimate business of unprecedented volume is attended by so little venturesome speculation. There also seems to be a total absence of the real estate speculation which characterized 1892 and '93. It is because of this unusual showing that the temptation is constantly before every credit man to take greater chances and relax his vigilance. A word of caution at this point is certainly not amiss.

The most conspicuous feature of the financial situation is the development of that extraordinary aggregation of capital, energy and enterprise typified by the trust. So conspicuous have the great concentrations of capital become during the past two years that it has led to considerable uneasiness on the part of a large per cent of the population, and this distrust will be undoubtedly crystallized into political platforms before the next Presidential election.

THE TRUST A NATIONAL EVOLUTION.

The history of business in this country has shown that great business movements, like, for instance, the series of tariff agitations, which ultimately resulted in the election of a low tariff party with strong free-trade tendencies, have always led to hesitancy in business transactions and to ultimate disaster. The aggregation of capital known as a trust is a natural evolution. The principle of the trust is therefore probably fixed on a firm foundation.

That the concentration of energies and the great aggregations of capital have come to stay there can be no doubt. It is also probably true that many modifications of the present methods of the trust will be effected by the efforts of the political parties.

The country has settled down to bearing the burden of expense caused by the war and its subsequent responsibilities. The chief danger for the business man to-day, therefore, appears to be in the friction of the great parties during the next Presidential campaign, and the consequent sharp accentuation of the attack which is to be made upon aggregated capital. There are many who believe that the present administration will be sustained and continued, but whatever our political predilections may be the credit man who reads the signs of the times must begin, even now, to consider carefully the jeopardies which are certain to result from the turmoil of financial theories in 1900.

Rebate After Three Months.

The Board of Control brought in a resolution recommending to the favorable consideration of the Association the proposal to withhold the rebate on leading proprietary articles for three months, and the motion was adopted after some

discussion. C. W. Whittlesy, of New Haven, Ct., spoke of the difficulty of getting evidence against supposed offenders, and suggested an arrangement with the Proprietary Association by which any specified firm who had violated the rebate agreement should be deprived of its rebate until their innocence was proved. This would put the burden of proof where it properly belonged—on the party charged with the offense.

J. W. Campion, of Philadelphia, opposed the suggestion, saying it struck him as Dreyfus law—French law. In the United States every man is deemed innocent until he is proven guilty.

Henry Dalley, Jr., of New York, said that the non-effectiveness of the rebate plan was due to the fact that there was something radically wrong in the working of it, and he suggested a change, providing that the final lodgment of information should go to a special committee, and that before the rebate is paid at the end of three months, this committee should correspond with the manufacturer and ascertain the facts with regard to violations, and, if deemed necessary upon the statement of that committee, the rebate should not be paid.

Chairman Faxon asked for the adoption of the recommendation in his report without qualification, and said the adoption of his plan would not bring the Association into conflict with any of the anti-trust laws of the country. He stated that some of the leading proprietors in attendance at the Niagara Falls meeting favored the idea embodied in the resolution.

Mr. Noyes followed Mr. Faxon, and favored the adoption of the resolution as it stood.

Chas. H. Weller called attention to the fact that some proprietors are able to enforce their contracts, and he alluded specifically to the methods employed by Hiram Walker & Son in controlling the sale of their Canadian Club Whisky. He believed that every case in which a wholesale druggist is suspected of violating the rebate plan should be thoroughly investigated, and the wholesale druggist should be compelled to make an affidavit to the proprietor in respect to the non-violation of their contract. If the wholesaler refused to make the affidavit, they could be taken off the list, and further supplies of goods withheld from them. Daniel Myers, of Cleveland, said the subject under discussion was one which interested him very much, and he emphasized the point that tricky proprietors and tricky jobbers were known in many instances to be shipping goods while knowing that they were going into improper channels. He urged that ample means be set aside for the use of the Proprietary Committee for the enforcement of the contract system. The time had come for the use of stronger force, stronger measures.

President Walbridge then put the question on the adoption of the resolution, and it was carried unanimously.

Mr. Faxon Thanked by the Association.

Chairman Walker, of the Board of Control, put the following resolution in the form of a motion:

We suggest that a vote of thanks be extended to Mr. Faxon for his management of the business entrusted to his care. The thought, time, care and attention he has given to the work, and the labor and self-sacrifice involved, call for the hearty appreciation of every member of the Association whose interests he has so zealously guarded.

Faxon a "Spotless Knight."

In speaking to the motion, J. C. Eliel seized the opportunity to pay a tribute to the sterling qualities possessed by Mr. Faxon and his admirable work as chairman of the Committee on Proprietary Goods. Those who knew of the workings of the committee could, he said, appreciate the magnificent work done by Mr. Faxon. Continuing, he said in part: "Some years ago when you honored me in making me your standard-bearer for the year, it was my pleasure to refer to the then chairman of this committee as 'a matchless gladiator in the arena of debate;' and, gentlemen, I do not withdraw that metaphor for one moment, for we recognize the work done not only by the present chairman, but also by his predecessors." After a few more words of eulogy, he turned to Mr. Faxon and dubbed him "a spotless knight, a knight above reproach and beyond compare." He said that the most valuable service which he had aided in rendering to the Association since the meeting convened was the nearly all-night session in which Mr. Faxon was induced to reconsider his determination to retire from the office of chairman of the Committee on Proprietary Goods and serve another year. He believed that, in thus inducing Mr. Faxon to hold the office, he had saved the rebate plan. While Mr. Faxon's predecessors had compelled the respect of the members by their forceful methods, their intelligence and their enterprise, the present chairman of the Proprietary Goods Committee compelled not only admiration, but love for his sterling qualities, his tact and his diplomacy.

The complete text of the resolutions presented for adoption by the Board of Control follows:

Resolved, That it is as much for the interest of the manufacturer as the jobber that the contract plan should be continued, the active interest of both the manufacturer and the jobber should be secured.

II. Resolved, That the strength of the contract system lies in the manufacturers adhering to a recognized list of wholesale distributors, to whom sales at their largest quantity discount should be restricted.

III. Resolved, That the chairman of the Proprietary Committee be requested to secure the acquiescence of each proprietor who sells his goods on the contract plan to such a list.

IV. Resolved, That the chairman of the Proprietary Committee be given control of sufficient funds to investigate all reported violations of rebate terms, with power to take such action as may be proper in the premises.

V. We suggest that a vote of thanks be extended to Mr. Faxon for the work he has accomplished in his management of the business of the Association intrusted to his care. The thought, time, care and attention he has given to the work, and the labor and the sacrifice involved, call for the hearty appreciation of every member of the Association whose interests he has so zealously guarded.

Following are the reports of the Board of Control on various committee reports, all of which were adopted:

Reports of Board of Control on Committee Reports.

ON DRUG MARKET.

In accordance with the standing resolution, the Board of Control will have this report printed in advance of the minutes of this convention, and copies will be mailed to members.

This exceedingly able and comprehensive report of Mr. W. S. Mersereau, chairman, deserves the attention of every member of this Association. We believe that the tabulated statement covering a large list of every-day sellers, giving variations in prices quarterly, will be of permanent value and make this report valuable for reference, as it contains information often needed. The chairman of this committee had an onerous task which required attention every day in order to give correct information on this important subject, and the full and complete

IS THIS TRUE?

HAVE THE LEGITIMATE DRUGGISTS DRIVEN THEIR CUSTOMERS

To the Department Stores and Cutters By Not Keeping What Is Called For, or Selling Similar Goods of a Cheaper Quality?

THE OUTPUT OF THE MANUFACTURER IS INCREASING YEARLY.

The Cutters and Department Stores Growing Richer,
The Legitimate Druggists Becoming Poorer—

WHY?

Can it be possible that the unfortunate position now occupied by the retail druggists is due in a great measure to their short-sighted policy of conducting business? One thing is certainly true, the manufacturers of patent medicines and toilet articles are increasing their sales yearly, and the drug trade of the department stores and cutters growing rapidly, while the credit of the average retail druggist has fallen over 60 per cent in twelve years. This is hard to believe, but nevertheless true in every particular, as any man can prove to his own satisfaction by a little investigation. The success of the cutter and department stores can no longer be attributed to their selling cheaper, for eight out of every ten druggists now meet their prices. Let us then look for the cause by comparing the two methods of doing business: In the first place, the moment a new article is advertised, the cutter and the department stores stock it if they can get it; while the retailer waits until he has five or six calls before doing so. The public have found this out, and naturally go to the place where they are sure to find what they want. Take this home to yourself—would you not do the same if living in the neighborhood of a store-keeper who was always just out of a preparation, or who would get it if you could wait five or six hours? This difference in the method of doing business has certainly worked to the detriment of the druggist; but there is another fault of the retailer which we believe has done more to injure his business than all others. It seems that the average druggist has an idea that, in order to sell a customer something to take the place of a preparation on which he can make nothing, he must have a cheaper one; when common sense ought to teach him that this is the worst possible thing he can do. Put yourself in the customer's place. If a clothing dealer should offer you a suit for \$5 and tell you that it was just as good as one for \$15, would you believe it? To be sure, it is a suit of clothes and you might purchase *once*; but the chances are ten to one that you would

never go to that dealer again. The cutter works differently; when a preparation is called for he immediately hands it out; if nothing is said by the customer, the sale is made; but if a question is asked, then he gets in his work, but, mark you, not for a cheaper article, but one which is as good if not better, and costs the purchaser just as much, only giving the dealer a better profit. It is said that the cutter gets his money by substitution, but, as two or three in a city are known to sell more patent medicines than all the regular trade combined, this cannot be the truth, and the whole cause of the success of one, and the failure of the other, must be attributed to nothing else but the different methods of conducting their business; this being the case, why not let every retailer, instead of sticking to the plan which has almost ruined him, turn around and do business on business principles, give the people what they want, even at cost, and, if they cannot supply it, sell them something better at a good profit; by so doing they will keep their customers, their self-respect and their business. *Under no circumstances* ever make any statements to a customer that you would not believe if told to yourself—do not try to make a refined and intelligent person believe that you can sell him or her a soap for ten cents that is equal to one which they like and are willing to pay a quarter for. You know it cannot be done, so does the customer; to be sure, they may purchase rather than argue with you, but do not think you have converted them; *no*, the soap disappoints, and they go elsewhere to purchase next time. You are the loser, and the cutter or department store the gainer. Many no doubt will deny this, but the intelligent druggist *must know* that the manufacturers who have sold the retailers for years *would not ignore the druggists entirely* and sell to the department stores and cutters direct if they were losing any sales or customers. The average druggist may not be in a position to-day to keep every advertised article, but he can try the experiment of selling his customer something better than

the article asked for. *Why not do so?* Here is a splendid opportunity. There has never been but one or two good toilet soaps manufactured. None of them to-day give you any profit; and you have tried to discourage their sale with this result: the manufacturer is increasing his output and the dry-goods stores are selling 80 per cent of his product. What a different state of affairs would have existed if you had furnished a soap to your trade that was as good or even better, at the same price? *You did not have it?* Well, that is true; but now you have, or can get it, and it is not sold to the dry-goods or department stores either; even if they obtain it by hook or crook from some jobber, the *smallest retailer in the country can purchase it at a less price than even the jobber himself*. We speak of *HYOMEI ANTISEPTIC SKIN SOAP*. A new soap, made by a new process with the fresh, green leaves of the Tasmanian Blue Gum tree as a base: no animal fats, grease or oils are used, or dangerous alkali employed. This soap has been pronounced by physicians and chemists the purest and best ever made for toilet or medicinal purposes. Two hundred thousand dollars' worth of contracts for advertising have been placed with the leading dailies, weeklies and monthlies to be used within six months. Already its sales have reached as high as \$3,400 per day, and this inside of two weeks after the first advertisement was published; thus showing that the public want a perfect soap and are willing to pay the price, 25c. It is unnecessary for us to inform the trade that Hyomei preparations are cut less than any others on the market, and that this firm has been more successful in keeping up the prices and protecting the retailers than any other; even now with the enormous cost of transporting the material for this soap from Tasmania, they have made a price which will give the druggist an *old-time profit*, and by mailing samples to his customers free of charge, will enable him to hold his trade without resorting to any trickery, or being charged with substitution. There is not a person living who enjoys his bath that will not decide for Hyomei Soap when placed in comparison with any other made from fats and grease. It is simply a revelation to soap users. Send for a cake and prove this to yourself. Ask the Booth Company to forward their plan for protecting you. Try the experiment of giving your customers what they want, or sell them a better preparation to take the place of one in which there is no profit. The results will surprise you.

The R. T. BOOTH COMPANY,
Ithaca, N. Y.

report presented will be appreciated by those for whom the work has been so faithfully performed.

ON ADULTERATIONS.

The Association owes a debt of gratitude to C. F. Shoemaker, chairman of this committee, for the comprehensive report submitted on this subject. A report involving much labor and presenting many new facts on a subject of general interest. It is gratifying to learn that the quality of drugs generally sold by the wholesale druggist is steadily improving, and that owing to the general educational requirements in many States the retail trade is now largely conducted by graduates of colleges of pharmacy and licensed pharmacists, and that the requirements for the best articles are constantly on the increase.

The Board of Control believe that in all discussions as to a Pure Food and Drug Law this Association should, through its various committees, as well as individually, stand for the best and purest grades of goods obtainable, and should be in favor of any reasonable law that will throw better safeguards about the sale of articles for either food or medicine. This subject has received considerable attention heretofore from our members, and we believe that the arguments set forth in the report are worthy of consideration in a general discussion of this important subject.

PAINTS, OILS AND GLASS.

The committee, through its chairman, T. F. Van Natta, has given the Association a clear idea of the present conditions affecting the three leading staples—white lead, linseed oil and window glass. Particular attention is given in this report to the fact that all of these articles are closely controlled by consolidations or amalgamations, by which no provision is made for a profit to the wholesale dealer. The present method of selling white lead has been followed by the lead companies for several years, and both customers and profit have vanished on this article.

Linseed oil, which at one time gave the jobber a reasonable profit on sales, has also been curtailed in opportunity of sales as well as in profit. Window glass, while controlled by a strong organization, has thus far permitted the dealers who were willing to buy and carry in stock their maximum quantity, a very satisfactory profit.

Inasmuch as many of our members have continued to distribute lead and oil at cost with hope of some future improvement or protection, and others have ceased to take any interest in the sales because of lack of profit, the Board of Control believe that it will be for the interest of all of our members to learn positively if present conditions can be improved. With this in view, we offer the following resolution:

Resolved, That the incoming Committee on Paints, Oils and Glass be authorized in behalf of this Association, or in conjunction with a committee appointed by the National Paint, Oil and Varnish Association, to confer with the corporations controlling these articles with a view of securing an equitable and just compensation to the distributors of these leading staples.

LEGISLATION.

The able, painstaking and exceedingly comprehensive report submitted by M. N. Kline, chairman of this committee, has brought to the attention of the Association matters of paramount importance.

The subject of a Pure Food Law has been treated by the Committee on Adulteration from another point of view.

In order to bring these various matters before the Association for consideration, we offer the following resolution as recommended by the committee:

Resolved, That the Committee on Legislation be instructed to favor the repeal of section 20 and its dependent clauses of the War Revenue law of 1898. If this is impossible, the committee is hereby instructed to favor the reduction of the stamp tax to a rate equal to one per cent of the retail price, and an extension of its provisions to other than medicinal proprietary trade-mark articles.

Resolved, That the Committee on Legislation favor the passage of the Brosius Pure Food Law, now pending in the United States Congress, provided the interests of chemists and druggists are safeguarded in such particulars as may appear to them to be necessary.

Resolved, That the Committee on Legislation be instructed to co-operate with the commissioners appointed to revise the trade-mark laws in favor of embodying their recommendations into a law, or laws, more fully protecting the interests of our members and securing more satisfactory reciprocal relations with foreign countries.

COMMERCIAL TRAVELERS.

The report of chairman of committee, W. J. Mooney, on this important subject, shows that no changes have occurred during the year in

the methods of soliciting trade by the wholesale druggists.

This report clearly sets forth that the frequent visitations of travelers have added largely to the expense of doing business without compensating profits. The Board of Control, while fully agreeing as to the advisability of decreasing the number, are unable to suggest any practicable method to accomplish the desired result.

The Board of Control approves of the position taken by this committee in opposition to the employment of travelers on commission, and recommend the employment of all travelers on a salary basis and legitimate traveling expenses.

We note with much pleasure that a recognition of common interests is increasing between houses in competitive fields, and that this has been helpful in preventing ruinous competition.

ON TRANSPORTATION.

The interesting report of Chairman C. H. West brings forcibly to the consideration of the members the important subject in which we are all so vitally interested. Just and fair rates on our shipments are necessary, and the committee having the matter in charge have faithfully protected the interests committed to it. In connection with this report the Board of Control has considered the letter of the secretary of the Millers' National Association, and we offer the following resolution:

Resolved, That a committee of three be appointed by the president to represent this Association at a conference of commercial bodies to be called by the Millers' National Association.

Closing Session.

The closing session of the Wholesale Druggists' Association was held in the parlor of the hotel on Friday morning. President E. C. Frisbie occupied the chair and several additional reports were made by the Board of Control.

Recognition for the Military Pharmacist.

In reference to the resolution offered at a previous session by F. Schneider, of the Schneider & Irving Drug Co., Troy, memorializing the Congress to elevate the rank and pay of pharmacists in the United States army and navy, the Board of Control deemed it inadvisable for the Association to consider this subject, as it was a matter belonging more properly to the National Association of Retail Druggists, the positions being filled from the ranks of their Association.

M. N. Kline, of Philadelphia, dissented from the report of the committee. While it was a fact that the military and naval pharmacists are recruited from the retail association, it was a subject in which all connected with pharmacy were interested. He considered it would be entirely consistent and proper to recommend the incoming Committee on Legislation to give to this movement for the elevation of the rank and pay of the army and navy pharmacist all the aid they could, and he moved to substitute that as the recommendation of the Association in place of the resolution by the Board of Control. The motion was seconded by D. R. Noyes, of Minneapolis, who said it was due to the retail druggists of the country that the N. W. D. A. should support them in this movement for the recognition of the position of the pharmacist in the Government service. Thos. F. Main, of New York, followed, and he spoke of the conditions that prevail at present. Recently the status of the naval pharmacist has been elevated and twenty-five apothecaries have the rank of warrant officer. He said that, after the return of Dr. Nicholas Senn from the camp at Montauk Point, he was called upon by some Chicago pharmacists with a view to getting his support in the movement. After listening to the deputation, he expressed his hearty approval, but advised those interested to begin at the

top, to go to the President and say to him that the medical purveyor for the army and navy should be a competent pharmacist and have the rank of colonel. The committee went to Washington, and saw the President, who agreed with Dr. Senn, but thought the rank should be that of major. The committee was referred by the President to Surgeon-General Sternberg, and this is where they encountered the first serious opposition to the movement. The Surgeon-General told them plainly that so long as he retained his position he would heartily oppose any movement looking to the elevation of the rank or pay of the pharmacist in the service.

Speaking to his motion, Mr. Schneider said that pharmacists have no standing at present in either the army or the navy.

His son, who is a graduate in pharmacy, served in the war with Spain as hospital steward, and the conditions of his service were exceedingly disagreeable, from the fact that he had to mess with the men and had no standing whatever. Chairman Walker, of the Board of Control, explained, in behalf of his committee, that they were as much in favor of the elevation of the rank and pay of the pharmacist in the U. S. service as other members of the Association, and the Board gladly accepted the suggestion of Mr. Kline, and would move the adoption of the resolution as follows:

Resolved, That we, the National Wholesale Druggists' Association, do respectfully request Congress to pass a law increasing the rank of the pharmacist in the Army and Navy to that of a commissioned officer.

Mr. Noyes suggested recommending that no one should be appointed to the position of pharmacist in the army and navy except a graduate of pharmacy. The motion was finally adopted and referred to the Committee on Legislation, with instructions to lend their aid in securing the passage of the legislation required by the resolution.

The Committee on Time and Place of Next Meeting recommended Chicago, Auditorium Hotel, as the place, and September 24 to 28, 1900, as the date for the next meeting of the Association, and this was adopted.

Before adjourning, Mr. Weller moved that a vote of thanks be extended to Polk Miller, of Richmond, Va., for the pleasant entertainment afforded by him to the members and ladies of the Association, and that Mr. Miller be invited to attend the meeting in Chicago, next year.

The Bowling.

No mention of the entertainment features of the meeting would be complete without reference to the ladies' bowling contest, held in the bowling alleys of the International Hotel, on Wednesday afternoon. The arrangements were in charge of W. Townley Case, of Boehringer & Soehne; Syd. H. Carragan, of Parke, Davis & Co.; Henry T. Jarrett and the members of the Committee on Arrangements of the two associations, the gentlemen named, however, taking the most prominent part and contributing greatly by their efforts to the enjoyment of the occasion. The prizes were exceedingly handsome and much appreciated by the winners. The first prize fell to Mrs. Odena, with a score of 61; Mrs. Derby won the second prize, with a score of 55, and third prize was won by Mrs. Grant. Other prize winners were: Mesdames Jarrett, Evans, White, Cook, Neat, Pyatt and Weller.

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Proprietary Association of America.

SEMI-ANNUAL CONVENTION,

Niagara Falls, October 10-14, 1899.

Opening Session.

The first business session of the semi-annual meeting of the Proprietary Association was convened on Tuesday afternoon at 4.15 o'clock, President V. Mott Pierce, of Buffalo, in the chair. He announced that no separate order of business had been established for the semi-annual meeting of the Association, but would proceed under the rules governing the annual meetings. The reception of delegates from sister associations was accordingly taken up, and Daniel R. Noyes responded for the N. W. D. A. After the usual greeting, Mr. Noyes complimented the Proprietary Association on having set a most excellent example to his own Association in the matter of the maintenance of the rebate system. Their rule of consistency and integrity might well, he said, be followed by the N. W. D. A. He said he would like to see adopted some system like that in use by the canal companies, where a bond of \$1,000 is pledged at the beginning of the contract or agreement. It was the experience of the canal companies that agreements made in this way were never broken. He said he had no sympathy with those manufacturers who had taken advantage of more prosperous trade conditions and increased prices, as there had been no advance in the price of drugs to warrant it. It was but fair for him to observe at the same time that there was nothing to warrant any advance in discount to the jobber.

Alfred E. Rose, of the J. C. Ayer Co., Lowell, Mass., was asked to respond for the Association, and recalled a conversation he had had with Mr. Noyes shortly after the stamp tax went into effect, in which that gentleman had advised him not to advance prices to the wholesaler, with what results all were aware. Now that Mr. Noyes had told him not to raise prices, he felt like going home and making a stiff advance.

Proprietary Men Listen to Facts.

Simon N. Jones, of Louisville, the president of the National Association of Retail Druggists, was given the privileges of the floor as the delegate from his Association, and made an address in which he advanced a number of facts and arguments bearing on the views and interests of the retail druggists of the country. He said in part:

With many retailers the opinion has gained ground that the proprietors, as a rule, are absolutely selfish, caring nothing at all for the interests of the retailer, who might sink or swim, survive or perish, for all the concern the proprietor might have. In fact, he was regarded as a "bogey man," of whom all should be afraid. As chairman of the Executive Committee of the Louisville Druggists' Association, it was my pleasure soon after the adjournment of the organization meeting of the N. A. R. D. at St.

Louis, to send to each of you a circular letter requesting that you define your position with regard to the resolutions adopted at that meeting in reference to the distribution of your products. With two or three exceptions out of nearly two hundred replies that were received, all were courteous and evinced a desire to aid us. Some were more satisfactory than others, but in no instance except the few that I have mentioned was there any hesitancy in promising us your support, though subsequently it was our misfortune to discover that some of those who had made us positive promises had erred by shipping goods to retailers. In one case it was due to an oversight, and in another because the retailer used a letterhead having on it the words "Wholesale Druggist." Attention was called to these shipments, and I am gratified to say that



DR. V. MOTT PIERCE,
of the World's Dispensary Medical Association,
Buffalo; President of the Proprietary
Association of America.

in the more important case ample explanation was made, and I believe that the frank, open confession of this firm made them many friends among us, and we have not heard since of any more sales to retailers in our section. * * * I come before you, gentlemen, as the president of the N. A. R. D., bringing you the greetings of that Association and the expression of their wishes for your success and prosperity, and hoping that the bonds that appear to be bringing us closer together each day will soon be firmly fastened, and that we may soon be able to share with you some success and have some measure of compensation for our time and money.

The Men Who Met in Cincinnati.

After alluding to the character of the men who met in convention at Cincinnati the week previous, who "were not the unsuccessful, disappointed men of the retail trade, but leaders in their respective sections, gathered together in conference to use their endeavors to elevate the commercial end of pharmacy and, as a consequence, the professional end," he attempted a definition of a cutter. "I will not say that every cutter is a dishonest druggist, but I will affirm that every dishonest druggist with whom it has been

my misfortune to come in contact was a 'cutter.'" He continued:

It may not be news to you, but it is nevertheless appalling to think that in most of the great trade centres the retail druggist is bound hand and foot. He is owned almost body and soul by the jobber. In the cities of Chicago, St. Louis, Cincinnati, Baltimore, and others that I could mention, many of them are afraid to join their local associations for fear of offending the local jobber. Is this not a pitiable condition to exist in this great free country of ours? We appeal to you to consider the statements here made with the hope that you will appreciate the conditions and render us your assistance. * * *

We are not telling anything new when we say that we are your natural distributors, and the more channels of distribution open to you the better for your business. * * *

Years ago no one questioned the standing of the retail druggist, financially. If he was honest his account was sought. To-day his credit is on a level with the saloon-keeper, who belongs to the local brewer. The unjust, unfair and dishonest competition of the cutting and department stores has brought about this condition. Did not one of your own members, Mr. Kramer, of Cascares fame, give you his personal experience with those "brigands of trade and corrupters of commercial integrity"? Who could tell you of these things better than he, who has endeavored in every way that could be devised to lighten the burden of the retailer?

To Detect Fraudulent Substitution.

In their efforts to prevent the sale of goods to cutters, the Louisville Pharmaceutical Association conducted a quiet investigation, with the result of detecting one of their own members in the act of furnishing supplies to the enemy. The offender was at once cut off from the local supplies, and, by a certificate arrangement in force in Louisville, from buying any goods from representatives of houses doing business in the city. At a hearing the offender informed the Association that he had made his purchases from a man who made a business of selling standard goods like Malted Milk and Swift's Specific at 50 per cent off, and Hood's Sarsaparilla, Lydia Pinkham's Compound and Listerine at 15 per cent off; other goods proportionately. It was discovered in the course of this investigation that some individual made a regular business of buying up empty patent medicine bottles, filling them with imitation goods and disposing of the same to department stores at \$10 per gross less than the best list price. Mr. Jones ventured the opinion that, if some private mark or number were attached to each package, the detection of the counterfeiters would be rendered easy.

Growth of the N. A. R. D.

Speaking of the growth in interest manifested by retail druggists everywhere in the work of the N. A. R. D., Mr. Jones said:

Since the organization of the N. A. R. D. we have been favored in every way. Our membership has increased so rapidly as to surpass our most sanguine expectations. By January, 1900, every State in the Union will be represented. At our last meeting the Dominion of Canada sought admission and sent representatives from the two provinces of Ontario and Quebec. * * *

You are all aware of the controversy that is on at the present between the retail druggists of Pennsylvania and one of the largest proprietary medicine corporations. This fight was not of our seeking. At the commencement of it our local association acted in sympathy with the Western Pennsylvania Association, but I was promptly notified by the national secretary to postpone action, as the National Executive Committee had hopes of adjusting the matter amicably. The national organization tendered the services of all of its officers for the purpose of bringing about an amicable settlement, but the overtures were rejected.

In the State of Kentucky no jobber offers these goods to any dealer in the State, and in my own city (Louisville), with a population of over 200,000, no jobber and only two out of 151 retail druggists keep these goods in stock. One dry goods store offers the "Soap," but I believe on my return home this store will find it more

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profitable to heed the requests of over 500 of their best patrons and decline to give offence by selling the article at a loss of 75 cents per gross. You may purchase all the advertising space you care to in the newspapers, but if the retailers will not handle the goods the possible consumer cannot get supplies.

The N. A. R. D. Wants the Support of the Patent Medicine Men.

Mr. Jones brought his address to a close with a final appeal for support in the work of the N. A. R. D. "Let me beseech you," he said, "to put your shoulder to the wheel, give us that protection and assistance that you alone can give under present circumstances, to the end that we may see you prosperous and successful, and the load of the retailer taken off his shoulders, that we may share to some extent your prosperity, that we may be compensated for our labor and talent, that the conditions that prevailed in the retail trade years ago may again return—return to the conditions of that time when he was his own master, paid his debts, was fairly successful, and had both time and opportunity to be a useful citizen."

The Proprietor's View.

Horace M. Sharpe, of D. Jayne & Son, Philadelphia, followed Mr. Jones with a frank, outspoken statement, in which he charged the retailers with having themselves to blame for the impositions worked upon them because of their dishonesty to themselves. He cited several cases where retail druggists had been to blame for fraudulent procedures. The proprietors, he said, can do nothing to alleviate the condition of the retailers until they will co-operate heartily and honestly with the proprietors.

Second Session.

At the second session and closing session of the Proprietary Association there were present Mr. J. A. McKee, W. J. Edmanson and Charles Norris, of Toronto, members of the Proprietary Articles Trade Association of Canada. They were introduced, and in the course of remarks the fact was brought out that their Association has about forty members, some of them being American firms. They regretted, however, that there are many American firms who sell goods in the Dominion who are not members of their Association. While their Association had accomplished nothing startling, still it had its influence on important legislation.

Revenue Stamp Tax.

The Association had not been in session very long before the subject of the repeal of the revenue tax came up. In the discussion two policies of action were outlined. One was to secure the repeal of the war revenue tax at the earliest possible moment, while the other advocated that action be taken looking to a reduction of the tax and its extension to other firms and the articles manufactured by them.

To Work for Its Repeal.

E. C. De Witt, of the Committee on Legislation, stated that his committee was not opposed to every bill that came up in the Legislature, but there were many bills they were forced to fight. He stated that the committee would do all in its power to secure a repeal of the revenue tax. It all depended upon the

expense of the Government. "If the war continues," said he, "the tax will not be taken off."

H. B. Harding advocated an attempt to get a reduction in the tax if the bill could not be repealed. He pointed out how injustice was done to some manufacturers whose goods sell for 35 cents, they having to pay the same tax as a firm putting up 50-cent goods, there being no provision for a fraction between 25 and 50.

Tax Is Unjust.

H. L. Kramer was the most positive speaker of the session. He felt that the members of the Association were disposed to shirk out and out action on the question outlining a policy of action. He pointed out that the Association represented millions. The war tax was an injustice, the proprietary interests assessed paying 6 or 7 per cent of the tax, while many proprietary interests were not paying. "Now is the time to act," said he. He didn't want to be a member of any association that would remain idle. "We can do something. The tax is unjust; it is wrong, and must give way to right. Let us start now; let us get the idea we want and work up to it." (Applause.)

Several other members were heard from, all expressing the same general idea that if the tax could not be repealed it should be extended to well-known proprietary articles not now taxed. It was suggested that the tax be made on the gross business of the firm, and thus relieve them of the expense and trouble of affixing stamps, as at present. One of the speakers said he would prefer to have the tax extended rather than see a reduction, for, said he, "the more you get in the more that will be hurt, and the more that are hurt the more there will be crying for repeal."

Resolution Adopted.

The discussion ended with the reading of the resolution passed by the National Retail Druggists' Association convention in Cincinnati and the passage of the following resolution, offered by Dr. M. H. Carter, of Baltimore, Md.:

Resolved, That the Proprietary Association of America herewith endorses the spirit of the resolution passed by the National Retail Druggists in Cincinnati urging the repeal or modification of the war tax and that the legislation committee of this association be instructed to take such action in co-operation therewith as may be deemed judicious.

The following applications for membership were favorably acted upon at this session:

Mrs. S. D. Morse, Niagara Falls, N. Y., manufacturer of As-ker-shaw Indian Remedies; John Morrow & Co., Springfield, O., Kidneoids, Liverlax; the Abbey Effervescent Salt Co., New York City, Effervescent Salt; Chas. L. Bartlett, Chicago, Ill., Orangeine; John M. Whitman, New York City; St. Albans Remedy Co., St. Albans, Vt., Smith's Renovator; Kohler Mfg. Co., Baltimore, Md., Dr. Kohler's Preparation.

The report of the Executive Committee on the matters considered by them was presented. The committee recommended the adoption of the following amendments to the constitution:

Article VII., Section I., "Method of Calling Meetings," is amended to provide for the following addition:

That a change of location for the regular annual or semi-annual meeting, necessitated by some unlooked for contingency, can be decided

upon by the President, with the consent of the Executive Committee.

Article VII., Section 2.—At all meetings, persons not members of this Association, or delegates from associate bodies, will not be permitted the privilege of the floor for the purpose of addressing the Association, or otherwise taking the time and attention of the meeting, without first having been granted permission by the Executive Committee.

The amendments were voted upon and adopted. It was also voted to print the proceedings of the semi-annual meeting with the proceedings of the annual meeting; the time and place of annual meeting was then announced as the first Wednesday in May, 1900, in New York City. The Association then adjourned subject to the call of the president.

INSTALLATION OF OFFICERS AND BANQUET.

The installation of officers of the N. W. D. A. took place Thursday evening, prior to the banquet. Retiring President C. P. Walbridge stationed himself at one end of the main parlor of the hotel, alongside of President-elect Frisbie and Lieutenant-Governor T. L. Woodruff. He gave up the gavel of president to Mr. Frisbie, who acknowledged the office in a neat speech. The several vice-presidents, the secretary, the treasurer and the chairman of the Board of Control were each installed in office and made fitting acknowledgment.

The banquet room was handsomely decorated and brilliantly illuminated, and every praise is due the committee having charge of the arrangements, which were in every respect excellent. Isaac E. Emerson, of Baltimore, chairman, was efficiently aided in the preparations for the banquet by Clarence G. Stone and W. T. Case, of New York. Mr. Case in particular rendered excellent service, and freely devoted his entire time and attention to the comfort of the members, a fact which was fully appreciated by all.

MENU.

Blue Points.
Celery.
Cream of Chicken.
Sauterne.
Boiled Oregon Salmon, Sauce Nonpareil.
Potatoes Hollandaise.
Salted Almonds.
Stuffed Olives.
Fillet of Beef a la Bordelaise.
Small Rolls.
German String Beans.
Mumm's Extra Dry.
Sweetbread Cutlets a la Moderne.
French Peas.
Benedictine Punch.
Clicquot—Yellow Label.
Roasted Grouse, Currant Jelly.
Lettuce and Celery Mayonnaise.
Pomery Sec.
Nesselrode Ice Cream.
Fancy Cakes.
Cheese.
Coffee.
Crackers.
Apollinaris.
Cigars.

The following toasts were responded to:

TOASTS.

Isaac E. Emerson, Toastmaster.
"The Ladies," Rev. W. P. Wadsworth.
"The National Wholesale Druggists' Association," President C. P. Walbridge.
"The Proprietary Association," President V. Mott Pierce.
"Niagara," Hon. T. V. Welch.
"The President of the United States," Lieut.-Gov. Timothy Woodruff.
"Looking Forward," Mr. Norris Morey.

At the guests' table, flanking Commodore Emerson, who acted as toastmaster of the evening, were seated the Hon. Timothy L. Woodruff, Lieutenant-Governor of the State of New York; Hon. E. V. Welch, of Niagara Falls, and Ex-President C. P. Walbridge. The banquet was a brilliant and successful affair in every respect.

Cable Address: Equeus.



ADDRESS ALL COMMUNICATIONS TO J & J.

New Brunswick, New Jersey, Oct. 12, 199.

Mr. Hy. P. Hynson,
Baltimore, Md.

Dear Sir:-

When the National Association of Retail Druggists was first organized, we welcomed the movement as one which promised to remove the crying evils in the drug trade; and as indication of our good will toward the movement, and of our desire to aid in improving the conditions of the retail trade, we sent to you a check for \$75.00 to be applied to the purposes of the Organization. The check was returned stating that the attitude of the Association at the time, was such that they did not feel that they could accept the contribution, although the spirit in which it was offered was appreciated.

In a report of the last meeting of the Association published in the columns of the AMERICAN DRUGGIST, we note that the Association has decided to accept contributions from all friends of the retail trade.

Believing, as we do, that the Association is working on the right line to improve the conditions in the retail trade, we have much pleasure in again sending our check for \$75.00 with the assurance that we shall at all times be pleased to co-operate with your Organization in forwarding the interests of the retail trade.

Yours very cordially,

JOHNSON & JOHNSON.

W. Johnson

National Association of Retail Druggists

IN CONVENTION AT CINCINNATI.

Detailed Report of Proceedings.

IN our issue of October 10 we presented a fairly full account of the proceedings of the second annual meeting of the National Association of Retail Druggists, which was convened at Cincinnati on Tuesday, October 3. Below we print a report in detail, giving the various addresses, committee reports, etc., in full:

PRESIDENT HY. P. HYNSON, of Baltimore, Md., opened the convention in the Assembly Hall of the Odd Fellows Temple, Cincinnati, on Tuesday morning, October 3, at 11.15 o'clock. In calling the convention to order he said:

"Ladies and gentlemen, I extend to you my heartiest greetings, and announce the first annual meeting of the National Association of Retail Druggists in session. In the absence of his Honor, the Mayor of Cincinnati, the exercises of the morning will be opened by the greeting of the Ohio Pharmaceutical Association by President Albert De Lang."

Mr. De Lang said:

Mr. President, Ladies and Gentlemen: It affords me great pleasure to appear before you as the representative of the Ohio State Pharmaceutical Association and to welcome you in its name. The Ohio State Pharmaceutical Association first showed its colors in St. Louis. We were with you there from the start, and have done everything that is possible to bring the men in the business together, and I am glad to say now that I am able to extend the greetings of the eleven other associations that have been formed since the St. Louis meeting and now affiliated with the N. A. R. D.

I feel

PROUD OF OHIO;

proud in this way, that there is only one other State in the Union that equals us in numbers, and that is New York. The other States have all done well, but I think that the State of Ohio has done its share and worked hard, and even at the last moment, just as the last sound of the bugle was heard, Cincinnati had to pull itself together, make a hard fight and bring 183 members together for the county associations. (Applause.) I feel now that we are with you in this part of the State. The associations and the working members of Cincinnati felt very much discouraged for a while that they would not be able to make a good showing at the national meeting, but that has all been removed, and I feel now that we can extend to you the greeting of the Ohio State Pharmaceutical Association, as well as the city of Cincinnati. (Applause.)

President Hynson called upon Mr. Hirseman, Vice-President of the New York State Pharmaceutical Association, to respond for the N. A. R. D. to Ohio's greeting.

Mr. Hirseman said:

OHIO AND THE GRADUATE REQUIREMENT.

Mr. President and fellow delegates: I take

pleasure in replying to the very kind greeting and remarks of my friend from Ohio. I am sure that by the Empire State, as well as by the whole nation, Ohio has always been looked upon as a leading State in pharmaceutical affairs. It is a pleasure to acknowledge that Ohio has been the leader in urging higher education for the pharmacist and in advocating a college education as a requirement for a board examination. This in itself is a stepping stone toward



HENRY P. HYNSON,
Retiring President of the N. A. R. D.

the solution of the problem of price-cutting and the adjustment of financial affairs in our business. For, gentlemen, without that we will only occupy the level of tradesmen, who fight simply for the dollars and cents. But in fighting for higher educational requirements and thus elevating the status of the pharmacist in the eyes of the American people, the people will come to us with that confidence begotten of the fact that the dollar does not play so great a part in their purchases, because they will know that they not only pay for the goods they receive, but also for the knowledge which you possess and which they purchase from you.

I hope, fellow delegates, that before we part from here, before this meeting disperses, that the problem which we attempted to solve in St. Louis, which work has been crowned with considerable success in the one short year we have passed through shall have been settled. I feel that success will certainly attend our efforts, because the fight we have undertaken is a just one.

Cordial Welcome by Druggists of Hamilton County.

The newly formed Hamilton County Retail Druggists' Association, representing the druggists of Cincinnati, then extended greeting in an eloquent address by A. O. Zwick, President of the association, who was introduced by the President. Mr. Zwick's speech of welcome was a masterpiece of eloquence. After a few warmly expressed words of welcome he said:

PUT MONEY IN THY PURSE.

Has it not been our fault in the past that we have underrated the commercial side of our calling, paid too little attention to the matter of making and saving the almighty dollar? It is a significant fact that the American Pharmaceutical Association sprung into being long before the N. A. R. D. Money governs in the politics of this country; and I tell you that the power of money is elevated in the State and in society, and money governs in the Church, where it should not. That is why the immortal bard wrote: "Whatever thou doest, put money in thy purse," for failure to make money to-day means social decline. Alas, that it should be so.

EDUCATION NOT A PANACEA FOR ALL OUR ILLS.

Education, higher education, education general, special and professional, has been vaunted as the panacea for all the ills and sores that this sick, aching, feverish body of pharmacy is affected with. Yet, how can you educate your children when you do not possess the wherewithal; how can the clerk lay off for a season or two to attend college when he cannot earn the needed dollar?

SUCCESS MEANS EVERYTHING.

Success in this movement means everything; it means the greatest good for the greatest number; that is, for the vast majority, which is the fundamental principle on which our national government is established; it means evenings with your family, it means being able to go to church, if you are so minded, or to the theatre, if you please.

WHAT CUTTING STANDS FOR.

"Papa comes in the night when Holly is in bed, and papa goes in the night before Holly gets up; I no like it," is my little boy's plaint. It means a chance for reading, for rest, mental and physical; for study, for culture, self-improvement, travel; it means time for social duties—all these things and many more, and if you cannot get that, it means the burden of a business worse than slavery, that is slavery, pure and simple, white slavery, if you please, far worse than that, it means ruin. "What about these cut-rate drug stores?" said a labor delegate to me recently in a political convention. "What do you mean?" I said. "Well," said he, "we do not want to patronize them, because cut prices mean cut wages."

ADVICE OF A CUTTER.

"If they cannot make a living, then let them go out of the business; I make a living and I am satisfied, if I do have to work until 2 o'clock in the morning to do it," said the leading cut-rate druggist in this city, when approached on the subject of joining this Association; but, gentlemen, is it worth while? Even the cutter cannot be happy with that as the net result of all his troubles, past and present, and those we mean to make him in the future.

In union there is strength; divided we fall, united we stand. Then let it be our first duty to preserve and maintain this union of ours, to extend it and prosper this union, that is not a trust formed by millionaires and actuated by greed for profit and lust of gain. This, gentlemen, is self-defence; self-defence pure and simple. We are banded together as truly for the defence of house and home and country as the men who shouldered their rifles and marched away to the war. The men who, from their brain power, shall lead these hosts to victory, will be as deserving of the laurel as any Dewey that won the battle of Manila Bay. (Applause.)

Welcome, then, all hail, N. A. R. D. I Thrice welcome. Welcome to our city, welcome to our stores, yes, and welcome to our homes. Welcome as fellow-citizens of this great Republic than whom she has no more loyal and patriotic sons; welcome as fellow-sufferers in a common cause, and, therefore, brothers; and above all things, welcome as fellow-laborers to this noble work.

At the close of Mr. Zwick's eloquent speech, which was received with great applause, President Hynson said he

A PHARMACEUTICAL DIRECTORY.

A VADE MECUM OF PHARMACY, CONTAINING INFORMATION OF MUCH VALUE.

Both Handsome and Serviceable.

The working library of a pharmacist is a very important portion of his outfit, and no pharmacist's library is complete without a copy of the "Complete Price List of Pharmaceutical and Chemical Preparations, Manufactured by Hance Brothers & White, Pharmaceutical Chemists, Philadelphia, U. S. A.," a revised edition of which has just been issued in a most attractive form. The volume measures 5½ by 8 inches, and contains 224 neatly printed pages, giving every detail concerning the very large line of preparations made by its publishers. Everything needful in the way of general explanations has been condensed in an introduction, which is a model of brevity and clearness.

By use of the authors' names in conjunction with the botanical names in their fluid extract list, the manufacturers have been enabled to remove any possible

ambiguity as to the particular plant intended, and this feature of the work has been made still more clear by the introduction of a separate list giving the names of the botanical authors used and the forms of abbreviation resorted to in printing their names in connection with the names of the several fluid extracts.

Extracts, Solid and Liquid.

Fluid extracts are listed in 5-pint as well as in 1-pint bottles, and the full formulas are given of all the compounded fluid extracts. There are in this department 566 different titles, showing the large line manufactured by this firm.

Of the 209 kinds of solid extracts made all are quoted both in ounces, quarter pounds and half pounds, as well as in pounds, a feature which will be of much service to the buyer. In the same manner, the 109 powdered extracts made are listed in pounds, half pounds, quarter pounds and ounces.

The lists of oleoresins and resinoids are quite complete.

Hance Brothers & White claim to have a more complete line of sugar and gelatin coated pills than is carried by any other manufacturer. Their pill list alone comprises 1,005 different combinations. This does not include their 491 kinds of compressed tablets, 206 kinds of chocolate-coated tablets, 180 kinds of hypodermic tablets and 781 kinds of tablet triturates, for in order to avoid any confusion or misunderstanding, each of these classes is listed under a separate head, and not indicated, as in some price lists, by means of arbitrary signs, which may very easily be misunderstood.

A Most Complete List of Combinations.

It is made perfectly plain that the prices are the same for either sugar or gelatin coated pills with a very few exceptions, each of which is noted directly in the body of the text, where there is no possibility of any misunderstanding, instead of in the form of a footnote,

which might possibly be overlooked. Taking the list of pills, tablets and triturates as a whole, this catalogue furnishes probably the most complete list of combinations made by any one house in the world.

The advantages offered by chocolate-coating are coming to be more generally recognized than heretofore, and the list shows a very complete line of tablets. Owing to the introduction of most ingenious machinery for the handling of chocolate, it has become possible to give a chocolate coating to a tablet at a very slight expense. Customers are given the liberty of choice in this respect without any additional charge being made for chocolate-coated goods. The line of tablets made by this firm and listed in the book under review are claimed to have great advantages over similar lines in their high degree of solubility.

In addition to the various classes of preparations already mentioned above, this list embraces 263 different kinds of elixirs, 30 different kinds of ointments, 90 different kinds of syrups, 29 of wines and 149 different kinds of tinctures, besides numerous cerates, confections, glycerites, liniments, plasters, powders, vinegars and waters, all of which are given in Part I. of the volume, which is devoted exclusively to pharmaceuticals.

Part II. embraces miscellaneous articles, such as hydrobromic acid, amyl

nitrite and pearls, effervescent salts, lozenges, gelatine capsules, etc.

For greater convenience in finding articles in Part II., the publishers have put the ungrouped miscellaneous preparations first and followed with those in groups in this order: Compressed tablets, Digestive Ferments, Effervescent Salts, Capsules, empty; Capsules, elastic, filled; Medicinal Lozenges, compressed; Medicinal Lozenges, hand cut, and Hypodermic Syringes.

Part III. is devoted to the specialties manufactured by Hance Bros. & White, and is copiously illustrated with half-tones made from the packages themselves, showing the very attractive and artistic manner in which these specialties are put up. It has been impossible to list all of the many popular specialties manufactured by them, but it does include the better known lines, such as their "Ten-Cents-Ables," "Frog in Your Throat?" "Phénol Sodique" and their line of soda water requisites, such as Concentrated Syrups, Pure Fruit Juices, Koko (chocolate), besides a hundred other popular specialties which have been introduced by them.

In this part of the catalogue the publishers have endeavored to give, in condensed form, a general idea of their "Specialties." The demand for these goods is constantly increasing both on account of their excellent quality and the attractive ways in which they are put up. Everything about them is thoroughly modern.

It seemed better to group them in alphabetical order rather than in separate classes, the constant aim being to make the price list as convenient as possible for reference. These goods are listed at net prices, the relative cost per dozen, etc., depending on the quantity purchased at one time. And the goods, of course, reflect the differing demands of different localities. Various tastes have to be suited. Some of the goods appeal more to city druggists, others to country druggists; some to druggists in the East more than to those in the West; others to Southern druggists more than to any others, and so on.

The distinctive feature of the price list is its availability for quick and easy reference, which will enable the druggist to ascertain in the shortest possible time all the necessary facts concerning any preparation which he may desire to order. The line of pharmaceutical preparations embraces all those of the U. S. Pharmacopoeia and also of the National Formulary, the formula used being clearly indicated in each instance.

The half-tone illustration given herewith scarcely does justice to the beauty of the cover, which is finished in a combination of olive and pale green, the lettering and ornamentation being in gold. The typographical arrangement of the interior is not only artistic, but clear and legible, showing that the compilers have kept in mind as the main feature of the work its availability and serviceability for the busy druggist. Each preparation has attached to it a number by which it may be ordered, thus greatly simplifying the work of the order clerk, and enabling the druggist to use the telegraph for his orders with very little additional expense. Finally the advertisement of the manufacturer is kept well before the reader by the very simple, but effective, running headline, reading "When ordering or describing, please specify H. B. & W."



knew no representative from a section which could respond to such a welcome as a representative from Chicago. He therefore called upon L. K. Waldron, of Chicago, to respond to the hearty welcome of Hamilton county.

Chicago Responds.

In rising, Mr. Waldron confessed the embarrassment he felt at being sandwiched in after a man who had the ability to extend a welcome such as was extended, expressing a warm, cordial greeting in such a burst of eloquence as almost to take the wind out of a Chicago man. He said:

We all thoroughly appreciate this welcome. I know I can say on behalf of the delegates from Illinois that we appreciate it from the bottom of our hearts. It puts new life and vigor into us to hear someone come to us and say we are glad to have you with us; we are glad you are here. I want to say that all the people I have talked with on the subject of our National Association have come to the one conclusion—that is, that whatever is to be done in this Association must be done by a centralization of power somewhere. Whatever we do here must be placed in the hands of a few men, because too many do not do the work which one or two men will do. We will all put our shoulders to the wheel and help you.

Cincinnati Academy Extends Greeting.

Frank H. Freericks, speaking for the Cincinnati Academy of Pharmacy, welcomed the delegates as "champions in the cause of existence for our wives and children," and told of the splendid work performed by National Secretary Wooten in organizing the druggists of Cincinnati, and whom he characterized as "that grand apostle of truth and right, whose name shall ever be honored in American pharmacy." He named the two morning newspapers of Cincinnati—the Cincinnati "Enquirer" and the "Commercial Tribune"—as the friends of the local druggists who had contributed noteworthy assistance in the fight for the maintenance of honest prices, and bade the delegates remember them as such, when they returned to their homes.

Canada Is Represented.

W. H. Chapman, of Montreal, President of the Society of Retail Druggists of the Province of Quebec, was selected by the chair to make a response to the greeting of the Cincinnati Academy of Pharmacy, and spoke in part as follows:

My friend Mr. Willis (Henry Willis of Quebec) and myself are the only representatives, I believe, of the great Dominion of Canada, and we feel our responsibility I can assure you. I may say, as perhaps some of the gentlemen here present do not know much about Quebec Province, which I specially represent, that we are small in number, and that the evil which you have been suffering from for some time past has only lately attacked us. In Montreal we have little or no cutting, but we feel it is coming, and you know that wise men come from the East. We consider ourselves wise, and we are going to try to take things by the forelock and be prepared for the trouble when it does come. It is with that idea in view that our association has sent me down to see what you are doing so as to know what will be the best course to pursue when the trouble overtakes us.

COMMERCIAL SIDE NEGLECTED IN CANADA AS HERE.

I am the president of the College in Montreal, and I have always had to stand up, of course, for its professional side; but I have realized that we have, as a body, neglected the commercial side too much. There are many problems to be solved, and we have come here to discover your methods of solving these problems so we may go back home and tell our provincial association and the association of Ontario that we have solved the problem.

L. C. Hopp, of Cleveland, the delegate from the American Pharmaceutical As-

sociation, then addressed the meeting, extending greeting and wishing the success for the gathering which means the financial success of over thirty thousand druggists of the United States—a success which, he said, would at the same time mean a more general interest in the American Pharmaceutical Association.

The Success of the N. A. R. D. Means the A. Ph. A.

Referring to the relations of the American Pharmaceutical Association with the National Association of Retail Druggists, President Hynson at this point said no kinder reception was ever received by an official of any organiza-



SIMON N. JONES,
Louisville, Ky.,
President-elect N. A. R. D.

The able, eloquent and popular president of the National Association of Retail Druggists, Simon N. Jones, was born and educated in the city of Louisville, Ky., and is an A. B. and an A. M. of the University of Louisville. Mr. Jones served his apprenticeship in the old way under one of the old school of pharmacists, a master of the art, who knew but one way to do a thing, and that way was the right way, no matter how much labor it involved. He commenced business on his own account at the corner of Second and Greene streets, Louisville, under the firm name of Sawdek & Jones, the firm eventually owning two stores. On the dissolution of this partnership Mr. Jones took possession of one of the oldest stores in the city, that at First and Jefferson streets, which had fallen into a very bad way, having had thirteen proprietors in fifteen years, all of whom had lost money. Mr. Jones remained here for twenty years, and only disposed of the store on account of the death of a brother, who had been brought up under his tuition and who at the time of his death was in full charge of that establishment. In 1884 Mr. Jones opened the store he now occupies at the corner of Second and Main streets, in the heart of the wholesale district. Besides this business he had other interests, being president and manager of the Crab Orchard Water Co. and president of the Simon N. Jones Co. He has been for a long time an active worker in association affairs, having been a member of the American Pharmaceutical Association ever since 1870, and a member of the Kentucky Pharmaceutical Association since its organization. He is chairman of the Executive Committee of the Louisville Retail Druggists' Association, president of the Louisville College of Pharmacy. At the St. Louis meeting he was elected first vice-president of the N. A. R. D., and now that he has been elected president of the National Association of Retail Druggists, feels that no higher honors are left in store for him. He is slender of figure, easy and graceful in manner, fluent and ready of speech, and is a born orator, making his hearers see with his own eyes, think his own thoughts, and feel his own emotions.

tion than he had received as the representative of the N. A. R. D. at the meeting of the American Pharmaceutical Association. No two men as speakers received more attention, more hearty appreciation, than did Messrs. Holliday and Jones, who represented the N. A. R. D. there so ably and well. He said he was glad to add this testimony to what had already been said as regards the reception the new association had met with in the commercial section of the American Pharmaceutical Association. "There need be no doubt about the hearty good will of that association towards us," said Mr. Hynson, "because all realize that the success of this association means the success of the older association."

N. W. D. A. to the N. A. R. D.

M. Carey Peter, of Louisville, was called to the platform to speak for the National Wholesale Druggists' Association, and he made a witty and pleasing address, pledging the adhesion of the association he represented to the cause of the N. A. R. D. After a few words of introduction he said:

There is one organization on this continent upon whose fealty and loyalty to your interest you may certainly count, and that is the association which I represent. They are your servants. By you they live. Your interests are their interests. They are allied and inseparable, and you may rely upon us to follow you because we love you and because we love ourselves. Let the spirit of the addresses made by the previous speakers characterize what you do and you need have no fear. No greater thing was ever said in the English language, and I doubt if in any language a greater utterance was ever given, than that by a son of Kentucky, the great Lincoln, in his Gettysburg speech when he said, "With malice to none, but with charity for all." We must not allow our prejudices to make us attempt to fight the interests of other people, but simply to assimilate them with our own, or separate them, so that they may not suffer from the contact. Let us keep in mind that the country is rich enough and large enough to support us all, and take care of every idea worthy of life, and that there is room enough to live separately if not together. Proceeding along this line we cannot materially err. Let us keep within these lines, proceeding with caution, and remembering that new ideas scintillate as often with error as with the minute particles of truth which underlie them. Proceeding thus, we shall operate to the benefit of all; that is our purpose. God grant that it may be so.

Greeting from the Proprietary Association.

In introducing Frank J. Cheney, of Toledo, the delegate from the Proprietary Association of America, President Hynson said:

It is my great pleasure to find on the programme that we have a delegation from another association, and one in which we have much interest, to which we are closely allied, and from which we expect great things. I have pleasure in greeting the delegates from the Proprietary Association of America, and shall be glad to hear from that delegation. I understand that Frank J. Cheney is the delegate.

Greeting of the Proprietary Association.

Mr. Cheney opened his remarks by a reference to the fact that the spirit of organization is abroad in the land, embracing all fields of activity from the laborer to the capitalist. The organization of the several branches of the drug trade was of great advantage, as it enabled all to locate responsibilities and give credit where credit was due. He referred to the mutuality of interests between the manufacturing proprietor and the retail druggist, and spoke of his remarks along that line before the Put-In-Bay meeting of the American Pharmaceutical Association. He stated that the 236 manufacturers of proprietary medicines spent over \$20,000,000 a year in pe-

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Mirrors,	4.00 to 9.00 each.
Cloth Brushes,	2.00 to 3.25 each.
Bonnet Brushes,	.75 to 1.50 each.
Combs,	.37½ to 1.50 each.
Military Brushes,	1.50 to 3.50 each.
Hat Brushes,	.75 to 1.10 each.

Whisk Brooms, Shaving Brushes,
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Stone, Match and Cigarette Boxes,
Pipes, etc., etc.

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Kindly mention this Journal when writing to Advertisers.

ridical advertising alone, or an average of \$500 for each of the 40,000 retail drug stores. He said that department stores should be tabooed to the end that the retail druggist may be protected by the jobber and the manufacturer. He further said:

To the end that cutting and substitution may be eliminated from your business, the Proprietary Association of America, at a meeting held in New York city, June 6, 1899, passed by a unanimous vote the following resolution:

"Resolved, That the members of this association are in full sympathy and ready to co-operate with the National Association of Retail Druggists in their efforts to stop the cutting evil and require the jobber to confine his sales to the legitimate channels of trade, refusing all orders from department stores and aggressive cutters; and further suggest as one means for accomplishing this end that the National Association of Retail Druggists should require their members to discourage the sale of all substitutes for standard proprietary articles in every legitimate way. And that we require the National Association of Retail Druggists to notify the manufacturer of any jobber who violates his contract in this respect, with a view to removing him from the recognized list of jobbers."

To carry out the spirit of this resolution in full sympathy and co-operation is our earnest wish and intention. And we ask you to notify us of any deviation from the rule of the business conduct we all desire to be maintained.

Our Reciprocal Interests.

In closing, Mr. Cheney expressed the hope "that our business and personal relations would always be marked by mutual sympathy, co-operation and enlightened good will."

Mr. Cheney's address was received with many demonstrations of approval. As he concluded, His Honor, the Mayor of Cincinnati, entered the hall and was loudly cheered. Mayor Tafel was down on the programme for the first speech, but he was delayed at the meeting of the National Bottlers' Association. He was bedecked with badges received at the bottlers' convention, and pointed to them as a cause for his tardiness, asking the delegates at the same time to take notice that his name was not Dewey. President Hynson stepped forward as he said this and pinned several badges of the Druggists' Association on top of the bottlers' badges, and presented him with a wooden nutmeg charm as an emblem of the greatness of Connecticut, whose representative, Treasurer John W. Lowe, handed it up for the purpose. In an address brimming over with cordiality Mayor Tafel extended welcome and tendered the visitors the freedom of the city.

Proceed to Business.

On motion, three assistant secretaries were appointed as follows: F. L. Way, of Manchester, N. H.; J. G. Spingler, of Dayton, O., and John G. Beck, of Baltimore, Md.

After the appointment of a Committee on Credentials, composed of Alex. M. Robinson, of Bangor, Me.; J. W. Seeley, of Detroit, Mich.; Max Bloomenstein, of Nashville, Tenn.; Paul L. Hess, of Kansas City, Mo., and J. Hal Bobbitt, of Raleigh, N. C., the sitting was adjourned till 2 p. m.

Second Session.

Tuesday Afternoon.

The Association was one hour behind the schedule time in opening the afternoon session, on account of the temporary absence of Secretary Wooten.

Business was begun at 3 o'clock by President Hynson, who called for the reading by Assistant-Secretary Spingler of a communication from President V. Mott Pierce, of the Proprietary Association of America, extending the sympathy and greeting of that Association.

PRESIDENT'S ADDRESS.

By H. P. HYNSON.

Vice-President G. Hechler, of Cleveland, took the chair, while President Hynson read the annual presidential address.

Address of the President.

Too well do I know the tastes and needs of this child of necessity, this creature of our making, to be led to place before it aught else but food of the plainest and most substantial kind. At its very birth I remember how, even with its inexperienced hands, it reached out most earnestly for the veritable, the real, showing most plainly that it meant to feed upon these alone; that Truth and Justice were to be strongholds by which it was to pull itself up and out of the thralldom of short-sighted selfishness, carrying with it in glad accomplishment all those who had been faithful to its leadings. And now again



THOMAS V. WOOTEN,
Secretary of the N. A. R. D.

I see it, at its baptismal service, when it is, indeed, substance, when it has form and body, when its essential parts are well defined; now, when it and all that belongs to it, are to be dedicated to the purposes for which it was created, I stand in awe, earnestly asking: "What shall I do; what shall I say?"

A PREGNANT HOUR.

Men and brothers, this is indeed a pregnant hour, an important occasion. I feel as I look into your earnest faces that its fulness, its importance is as patent to you as to myself. Were you no more than the individuals just now before me, I would be fairly enough impressed by the strength of your personality, by the experience it brings, by the knowledge it shows, but when I witness in you more even than most creditable individuality, when I see you as the trusted delegate, aye, more, when I realize that you, as a whole, are responsible to the forty thousand retail druggists of these United States, representing more than as many more assistants and employees, representing the wives and children of all and guarding in many instances the needs and necessities of these, I pale before the responsibility and invoke for you and for me the best influence that can come to man.

It may be that some of my good friends with whom I have been closely associated during the year are wondering why I have not consulted with them as to what I shall say in this address, which, wisely or unwisely, has been provided for in your order of business. Yet they of all others will agree with me heartily that there is not, nor can there ever be in the N. A. R. D., "an inner circle," "a favored few." It

is to you, the representatives of the profession I love and the trade I own, that I come with my consultation; to one and all alike do I come with the best I have to give in report, suggestion and conclusion.

Before I proceed to treat in detail the various subjects which seem to need consideration, let me extend my congratulations, not to you, no, not to you. Your work is ahead, to the associations who sent delegates, to the formative convention and to the delegates who were sent. No set of men, seemingly, ever did more satisfactory work than did they at St. Louis. It has been a most pleasing and encouraging feature to have witnessed the wealth of kind and complimentary comment of journal, scribe and speaker from land's end to land's end. This unstinted approval of our predecessors must be the stimulus to our efforts leading us to proceed that we may win commendation such as they seem so richly to deserve.

Here, I must pause again to pay just and warranted tribute to the executive officers who were placed in charge of the Association's interests last year. I add the weight, be it little or be it much, of my sincerest and most carefully guarded commendation; commendation not such as mere kindness suggests, but that which justice demands in fullest meed. I believe this voicing of my personal approval and my gratitude is the true sentiment, poorly expressed, of all representing and represented here to-day. Pardon personalities, but I must sound the names of Holliday, Wooten and Jones. Holliday, the spirited, fearless leader. Wooten, so wisely chosen, the untiring, inexhaustible promoter. And Jones, of Kentucky, the ideal leader and organizer; types of men this Association most needs for support and strength. 'Tis poor recompense, I own, yet I believe you, gentlemen, bid me on behalf of those you represent, on behalf of the retail druggists of the country—I believe you bid me tender these officers the heartfelt thanks of all. The other members of the Executive Committee will allow me, I think, to class them with myself, among those who have done their best, their level best, that's all!

THE JOURNALS AND THE MOVEMENT.

The journals, the great pharmaceutical press, has done its part so well, so intelligently, so heartily. We gladly praise the journals. One only has opposed us, another is lukewarm, but it is old.

Gentlemen of the press, special and general, we need your help; we believe we merit it, since we are working fairly, honestly, openly for a misused, misunderstood, misplaced class; half scientists, half tradesmen, whom we will say are used, if not useful, convenient (to have around), if not necessary. Teach our brothers to read your journals, teach them to do this and our battle is won. Then the bountiful thanks we now tender you will be heartier still. Nothing is so discouraging, nothing prevents our success more than this want of knowledge regarding the plans and extent of our work, and this is really the retarding influence—this want of knowledge, in spite of the splendid efforts of the pharmaceutical press to circulate information.

So much for that which is behind us; that which is merely record and which need suffer no awakening, save for the proofs it may sometimes offer. Let us now face about and see what is to come, what is to be done and how we shall do it. The secretary is to report and the committees are to be heard. I bespeak for him and for them your best, most listful attention. The matter to be presented by these gentlemen will, I am sure, be interesting and instructive. Their conclusions are the convictions of men who have given their best thoughts to the subjects discussed by them; they have been thinking for you and for me. We must hear them and, having heard, profit by the knowledge they bring and the experience they offer. While it might be as well for me to decline to touch upon matters with which the several committees have to do, a sense of duty impels me to give you the benefit of my conclusions formed upon the experience and knowledge I have gained in the Association's work. My ideas are simply those of the individual, and should have no more weight than an individual's should have when compared with the expressed sentiments of a committee. Both go to you for the same purpose—to help you to do that which is best for the common cause.

FOR A CLOSER ORGANIZATION.

I trust it will be consistent with the judgment of the Committee on Form of Organization to offer suggestions for the formation of this Association into a more compact piece of machinery. I also hope that it will favor closer organization so far as the auxiliary bodies are concerned. I want to see this Association maintained as a strictly business organization, conducted upon sound business principles, using accepted business methods for the promotion of its interests. It was not formed to confer honors, and save that it must always honor the servant who does good and faithful service it has none to bestow. To the end that it may be and effect what was intended, I would have its executive work all

REDUCED SIZE.



A Happy New Year to all. It gives us pleasure to present this calendar to our friends and patrons, and in so doing, we desire to thank them, each and all personally, for their trust and confidence in our ability as druggists. We are preparing for the best year in our history—a better, fresher, bigger stock, and in consequence, a far better service. Our drugs are all the finest, purest and best the market affords. Our stock of sundries and standard remedies is exceptionally large and kept in a complete condition. We respectfully solicit a continuance of your valued trade, and earnestly hope you will give Bell-cap-sic Plasters a trial. We can recommend them as the best.

JANUARY, 1900.

SUN.	MON.	TUES.	WED.	THURS.	FRI.	SAT.
1 N. H. 1. 30.	2	3	4	5	6	
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31	F. Q. 8	F. M. 15.	L. Q. 23.

THE Fourth Annual Bell-cap-sic Calendar is the finest thing in the way of a calendar that has ever been offered to the drug trade on a proposition of this kind.

It's a large calendar. Your name, as on former Bell-cap-sic Calendars, is printed in a panel on the main part of the picture, making it your calendar, and your store is advertised as long as the calendar lasts. This is good advertising, and it is inexpensive advertising, for it costs you nothing.

Write for a sample calendar and we know you will decide to try at least a small lot. Experience teaches us that next year you will increase your order, for your outlet for Bell-cap-sic Plasters will be greater, and you will be so well pleased with the attention attracted to your store by these calendars that next year you will say to your clerks, "I guess, to get more calendars, we can afford to push Bell-cap-sic Plasters a little harder." And that will mean increased profits for both of us.

Write for offer blanks, sample calendar, etc., to

J. M. GROSVENOR & CO.,

52 PEARL STREET, - - - BOSTON, MASS.

Kindly mention this Journal when writing to Advertisers.

Calendar Offer.

BELL-CAP-SIC PLASTERS...

50 Calendars with your imprint given for an order of two dozen Bell-cap-sic Plasters.

100 Calendars with your imprint given for an order of four dozen Bell-cap-sic Plasters.

150 Calendars with your imprint given for an order of six dozen Bell-cap-sic Plasters.

350 Calendars with your imprint given for an order of one gross Bell-cap-sic Plasters.

Bell-cap-sic Plasters list at \$1.75 per dozen; \$3.40 for two dozen; \$10.00 for six dozen; \$18.90 for one gross.

done under one head. I have no doubt but that it was rightly constituted for the initial year, and because I have held the office of president and have reached the end of my term I believe I can say, with perfectly good taste, that your chief executive should also be your presiding officer; that all the affairs of the organization ad interim should, as far as possible, be conducted in his office. The secretary and the chairman of the Executive Committee doubtless will endorse the statement that no particle of friction has occurred during the past year; none at all, I am happy to say, but the present arrangement is confusing; three outsiders may write to three different persons, each thinking he is addressing the executive. Valuable time is lost, and it is quite possible that different policies may be adopted regarding the same subject in the different departments. So far as I am concerned my relief from actual responsibility has been greatly enjoyed, yet I fear at times, through the misapprehension of others, I have given annoyance to the real executives, Messrs. Wooten and Holliday, both of whom, I have no doubt, very often were at a loss to know who should take action. But they must be heard. In my opinion, however, the executive should be wholly responsible for the execution of the business committed to him, yet should have the counsel of an advising board when desired. He should be paid a fair salary and should be allowed an ample sum for office and traveling expenses. To me there seems no good reason why a satisfactory executive, tried and experienced, should not be re-elected as often as it appears to be to the interest of the Association to keep him in office. The other officers should have special duties, well defined, and should, also, be paid salaries consistent with the amount of work they would have to perform. My idea is to get the N. A. R. D. away from and unlike the usual association and fix it upon a solid business footing.

The question as to what affiliation with the National Association means should be carefully considered. There should be no doubt as to how far the members of the State and local associations are committed to the policy and rulings of this body. What relation should the constitutions of the affiliated bodies bear to the principles underlying and controlling the general association? Let us think of these matters carefully with a look into the future which will penetrate its depths as far as possible. I have thought, and I am convinced, that a closer, more exacting organization should be effected, that individual surrender should be as nearly complete as may be. Up from the unit should the spirit of fraternity come, into the smaller bodies should it glow, until even this great Association should be fired with a feeling of brotherhood which, while it is being sustained, is bent on sustaining.

The influence of this Association should be felt upon national legislation which, of course, compasses a consideration of law regulating patents and trade-marks, as well as the internal revenue tax on alcohol and proprietary medicines. I believe the two standing committees which have in hand these questions will agree with me that they are many-sided, are complex, and while I believe the delegates making up this convention are fully able to conclude what it is that is fair and expedient in this connection, I would advise them to go move that when at last we take a stand it will be a stand indeed. Let us discuss these questions here and take them back to our home assemblies for discussion, so that when our successors come together after another year there will be no mistake.

Pharmaceutical education might, with great propriety, I think, be left to our honored elder sister, the American Pharmaceutical Association, and pharmacy laws must be, after all, left to the several States and their respective associations. Nevertheless, we shall be interested and profited by the committee's report. An interchange of ideas upon these subjects by this representative body will tend to bring about uniformity and interchange of certificates, both very desirable, and may serve to broaden some of us who pose as local wiseacres.

Commercial relation is a subject so very broad that it really embraces almost every subject of importance that may come before this convention. Two committees have to do with commercial relations, the standing committee, so named, and, this year, the executive committee, the entire time of which has been taken up with this vital question. Upon the establishment and maintenance of sound, equitable, active relationship with the commercial bodies and men which control, and are those with whom our constituents have to deal, must this Association, the representative association of American retail druggists, build its successes and benefits; out of the same blending of mutual interests must spring sustaining and governing rules. Rules which to obey must be the ready pleasure of both and all, which to enforce must be the chief duty of each and every one. I fear even with all I have said, I will not be able to make you understand how immensely important this seems to me.

Identical with the first great principle of general government is the principle which we must

follow, no matter what the form, the government must at last have the support and sanction of the great mass of the governed. Just so will it be with our efforts; they must have the approval of the great majority of those we seek to benefit, otherwise they will be fruitless. We know, or ought to know, just how we are related to our commercial fellows. Should the connection be uncertain or complex it ought to be made plain and simple. If there is a relationship existing which is objectionable or even unnecessary, we should at once, by all means, eliminate it. If, on the other hand, there is a system long established with which, as far as we can see, we must have at least something to do—I am speaking of the jobber now—then we shall seek to form such connections as will best conserve our interest and win the co-operation of those with whom we are united, remaining loyal and returning like for like, but if no such mutually profitable combination can be made, if the relationship becomes insufferable, then we must break away and do for ourselves as best we can.

It is by no means necessary to go into details respecting these relations—of unit to unit—man to man—of smaller associations to each other; of these to a central assembly; of our general body to another representative organization; or the intimate relationship of the great whole. Of little moment where it is or from whence it comes; the same grand unifying spirit must



F. E. HOLLIDAY,

of Topeka, Kan., Chairman Executive Committee, N. A. R. D.

pervade us all; a spirit of fairness, of deference, of mutual obligation and concern. A spirit of honesty and, as necessary as all, a spirit of manliness, a manliness that leads one to see more in life than the mere accumulation of dollars, no matter how. Manliness that is self-forgetting, the grandest of all great characteristics. We need men! Men! Men who fail to find fault with others for not doing for them what they refuse to do for themselves; men who will do something for others while helping themselves. We should start a-going agencies that will create and maintain a feeling of confidence and regard between the individuals of our trade. What, indeed, has been and is the trouble; have we been judging others by ourselves? Homely talk, this, but look out for him who trusts no one. We must be fair in all our relations, fair, honest and straightforward. We must be believed to be such and known to be such by our brothers before we can ever hope to attain the ends we are here seeking.

Should we not allow the jobber to remain in full possession of that domain of trade which by custom and right seems to belong to him, provided he is willing to grant us that which is ours by equal right and custom as time honored? There should be no friction between our side and his, but we should pull evenly and kindly together. The retail druggists of this entire country, notwithstanding the straightforward action of the N. W. D. A.'s noble leaders, are not quite assured by the actions of the jobbers as individuals or as a class. They must announce themselves a little more clearly; they cannot any longer occupy uncertain ground. Let them

stand out in the full light of day either for or against us.

RELATIONS WITH PROPRIETORS.

If I mistake not, a cause for congratulation is found in our relationship, as it now stands, with the proprietors, individually and collectively. The large majority have announced themselves as being with us heartily, not merely in words, but in fact, as proven by their actions. This phase of our work seems to be singularly encouraging. The ability of the proprietor to control the distribution of his goods and, incidentally, the price, is without question entirely possible. If he does not know how, let him learn from the manufacturers of the E. & W. collar or the Star shirt-waist. With an organized retail trade and actively co-operating jobbers, there should be no difficulty whatever. The proprietor promises to do his part, when we are ready, and asks in return for this loyalty one concession. He asks us to be fair to the advertiser; that is the simplest way I know of putting it, and separates it from any question of the right of competition. Did you ever have customers who wanted to find you get into the store at the next corner? If so, what did you think of your neighbor if he persisted in keeping them when he knew they were looking for you? Fellow delegates, this is a fair and reasonable request, and it should be granted and lived up to. The orders turned over to us by the advertiser should be properly filled. I stand committed to such a principle, deeming it not only just, but I believe it to be good business policy. I would not, however, be misunderstood in this connection, nor would I have the Association falsely commit itself. I can see no possible objection to the retailer as a manufacturer or proprietor, entering into fair and open competition with any other manufacturer, large or small. Both can use the same means to dispose of their respective products, and no good reason can be given for denying the small manufacturer—the retailer—the privilege of promoting the sale of his specialties, so long as they are not imitations, are not used to deceive customers, or in filling orders sent him by advertisers. I will not attempt to suggest a specific plan by which the financial condition of our association may be improved. Every delegate must be impressed by the first importance of this matter. It should be handled in a business way by the business men that you are. Regarding the acceptance of help from those who are not of us, but are earnestly with us, I will not express an opinion. This should receive your attention and be settled by you. There really seems to be no very good reason why we should not accept from those so kindly disposed such sums as they are willing to lend us. I use "lend" advisedly, for certainly they expect, as they have a right, that it will be returned indirectly.

At last and above all things, I would have you make of this association a great guild, a broad brotherhood; withal, a commercial conservator, wielding the united power of our worthy craft. Why not? Every tendency of the times teaches us to follow the popular way. The daily doings of the world state the strength, and might it is, of the many striking as one. Nature, too, forgets the individual, always; to the species only is it kind; in the general uplifting alone does it glory. So must it be with man. Man is of nature and must follow nature's bent. This tendency to associate, to unite, to combine, everywhere present, strangely active, is as resistless as is yonder great Niagara. Attempt to oppose it and it spreads far and wide. Spreads with the opposing force, all the while accumulating power until everything, even the mightiest, is swept before its immensity. Yet even such a tendency as this can be made to do our bidding if properly led off in parts, while unknown and unknowable will be the benefits, if the force is properly directed. Just as that mighty flood has been made to turn its power into light and gladness, light for the many and gladness for all, so must we catch the rills running off from this great out-burst of co-operative sentiment, harness them to the chariot of our purposes and send its influence and resultant benefits throughout all the land!

On motion, the address of the president was referred to a special committee of three, consisting of Wm. McIntyre, of Philadelphia; A. O. Zwick, of Cincinnati, and Judson B. Todd, of Ithaca, N. Y.

REPORT OF THE SECRETARY.

The annual report of the secretary was then called for, and Thomas V. Wooten, of Chicago, read the following:

The Constitution, in defining the duties of the secretary, says: "He shall present an annual report of the work of the office." This simple statement means to the incumbent of the secretary's office a great deal. As the Association is now constituted the writing of a full report of

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Write for descriptive circular of Hot Soda Urns.

Everything in Bottles. Plain and
Lettered Prescription Ware, all
kinds. Private Mould Ware. Bot-
tles for Vaseline, Emulsions, Sarsa-
parilla, Ammonia, Tooth Wash,
Tooth Powder Tablets, etc., etc.
Green, Flint, Amber or Blue.

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Kindly mention this Journal when writing to Advertisers.

the work of the secretary's office is the writing of a

COMPLETE RESUME OF THE WORK OF THE ASSOCIATION FOR THE YEAR.

The first work that demanded the attention of the secretary after the organization convention was that of bringing the newly formed national body to the attention, in the most effective way, of the drug trade of the country, so that to its assistance might be brought the moral support necessary to its well being. In order that the organization might attain as nearly as possible the prominence to which it was entitled by reason of its importance it was necessary that its purposes and plans should be brought to the attention both of the allied branches of the drug trade and to the great body of the retailers themselves. This project, it was thought, could be most easily accomplished by the publication in the drug press of matter relating to the feasibility of the plans adopted, their acceptability to the entire drug trade and the prospects of making successful the work outlined.

THANKS FOR THE DRUG PRESS.

The secretary desires to express his personal appreciation of the consistent help of the pharmaceutical journals of the country, all of which have treated his office with uniform friendliness and have published much of the matter sent out by him for the purpose named, regularly, giving them in most cases the prominence to which they were entitled. In exchange for the notes prepared for the pharmaceutical press the secretary has received regularly a copy of each of the following publications: The American Druggist, the "Western Druggist," the "National Druggist," "Meyer Bros. Druggist," the "Bulletin of Pharmacy," the "Omaha Druggist," the "Pharmaceutical Era," the "Druggists' Circular," "Merck's Report," the "New England Druggist," the "Practical Druggist," the "American Journal of Pharmacy," the "Wisconsin Drug Exchange," the "Western Drug Record," the "Texas Druggist," the "California Druggist," the "San Francisco and Pacific Druggist," the "Spatula" and the "New Idea." Many of these journals have published reviews of the work only, but all of them have given our movement their support, and the help thus afforded is entitled to grateful recognition.

THE EDITORIALS

that have appeared from time to time in the leading journals have undoubtedly increased the feeling now quite generally entertained, that our work is entitled to the highest respect and confidence. The preparation of the news notes referred to has taken a great deal of the secretary's time, but they have been of undoubted value to the organization, and it is to be regretted that during the last two months this work has, as a matter of necessity, been neglected.

THE PUBLICATION OF THE PROCEEDINGS

of the St. Louis convention was accomplished after a few weeks, and something over 35,000 copies were sent out immediately. A thousand copies additional have been distributed since that time, leaving nearly a thousand copies in the hands of the secretary. The promptness with which the proceedings were sent out and the conciseness of the report received commendation on every hand, attracting attention to our organization as one likely to bring about positive results on account of the business-like methods of the executive committee and the officers. This fact is mentioned because of the evidence here presented of the correctness of the assumption that an organization formed for business purposes would be gladly accepted and supported by the retail drug trade.

BULLETINS OF THE N. A. R. D.

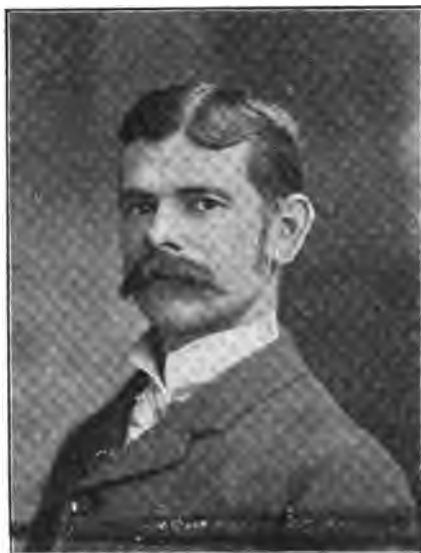
Five bulletins have been issued from the secretary's office during the year. The publication and distribution of these bulletins have cost the Association from \$20 to \$25 each, but they have been of the greatest value and have kept the work of the organization before its membership and the drug trade of the country in general as it would not have been done in any other way. From five to ten thousand copies of each issue have been distributed, the work of distribution being done by the secretaries of the affiliated State and local societies, the cost of transporting them to these officers having been paid by the national secretary. In addition to these several reprints from the journals, believed to be serviceable, have been distributed.

As directed by the Association at its St. Louis meeting, the National Association has been incorporated. Incorporation papers were taken out under the laws of the State of Illinois. A bond for the treasurer of the organization (a constitutional requirement) was procured from the Fidelity and Guaranty Company of Baltimore for \$2,000, this amount being deemed sufficient for the first year, the intention being to increase it upon its renewal.

RELATIONS WITH THE RETAIL TRADE.

The portion of the secretary's duties that has received the greatest amount of attention has been the work of securing for the N. A. R. D. the co-operation of the retail drug trade of the country. Much the larger portion of the voluminous correspondence this office has carried on during the year had for its object the arousing of the retail trade to the necessity of organizing societies, and of bringing into affiliation with our Association those already in existence in order that the plans of the N. A. R. D. might become effective through the espousal by the retail trade as a whole of the plans we have adopted for correcting the bad conditions that almost universally afflict the trade. These letters, in order to do the most good, were of necessity largely personal and necessitated a great deal of work, especially in the case of dead and half dead associations, the effectiveness of which seemed quite impossible to restore. The lack of information in regard to our plans and purposes incident, apparently to entire ignorance on the part of the writers of what has been published in the journals or elsewhere regarding them, has been another of the causes that have conspired to increase the work of the office.

By way of illustration, a characteristic letter received by the writer a day or two ago is appended, the following being an exact copy: "Mr. Outten, Sec'y, N. A. R. D., Dear Sir—We propose to organize a local association and are desirous of joining the N. A. R. D., if we derive benefit or protection thereby. In what way does the National Association fight the



JOHN W. LOWE,
of New Haven, Conn., Treasurer of the N. A. R. D.

cutter? Please send me any information you can. Yours respectfully, ———"

This communication is given here in order to show the utter lack of information on the part of the correspondent after a year of endeavoring on our part to bring the aims and plans of the National Association to the favorable notice of the retail trade, its beneficiaries. This druggist is doing business in a city of nearly 6,000 inhabitants, and there are five other drug firms in the city.

In the beginning of his work, the secretary sent to a prominently located druggist in every city of the United States of 10,000 inhabitants and over a letter asking whether an association of druggists existed there, and, if so, that the names of the officers be sent, also the names of the officers of other associations in that part of the State. In the event that there was no organization the druggists were requested to name a good man who it was believed would be willing to devote himself to the work of forming one. Of these there were approximately four hundred. About one-third of them were answered, and some of these answers gave only the bare information that no association existed, or that the association was dead, the writer evincing no further interest in the matter. This field has been covered in this way twice, the results the last time being much better, but not such as to inspire enthusiasm.

The existence of a number of local associations having been in this way discovered, the officers were communicated with and urged to bring their respective organizations into affiliation with the national body. The replies of these officers were in many cases wholly unsatisfactory, evidencing an entire lack of interest.

In others replies stated merely that full prices were being received for proprietaries, that business was satisfactory and that there was no necessity for maintaining an association. Subsequent letters failed to impress upon these officers the desirability of affiliation, though it is worthy of consideration that latterly several of them found urgent need for the ministry of the N. A. R. D., an aggressive cutter having descended into their midst with most disastrous results.

By close reading of the journals the existence of a number of associations was brought to light, and the secretary feels justified in saying there is hardly an association of druggists in the United States that has not received from him one or more communications accompanied by literature calculated to inspire an interest in our work.

Where no association existed an effort was always made to find some one who would undertake the work of organization. In many cases this was abandoned after two or three ineffectual attempts, involving correspondence with a large proportion of the druggists of the vicinity, though several of our most efficient local societies were organized by druggists whose co-operation was obtained in this way. A good deal of correspondence has been devoted to securing the co-operation of State pharmaceutical associations, the results being much more satisfactory. With the exception of that of Indian Territory and Florida, every State organization that has held its meeting since the N. A. R. D. was organized has come into affiliation with the national body.

NUMBER OF ASSOCIATIONS AFFILIATED.

As the result of the year's work in securing the co-operation of druggists' societies there are 36 State associations affiliated with our association and 97 local organizations, making a total of 133 organizations.

THE WITHDRAWAL OF ALABAMA.

The Alabama Pharmaceutical Association, at its annual meeting held very early in the year, determined to withdraw from the national body. The reason for this step is not definitely known to the secretary, but correspondence with the president of the association leads him to believe it was some misconception in regard to the financial obligations imposed by affiliation. Alabama was one of the first States to hold its annual meeting after the N. A. R. D. was organized, and only meagre knowledge of the plans of the national organization seems to have been possessed by its membership. From correspondence with members of the drug trade of the State, the fact has been established that this action does not represent the sentiment of any large number of its druggists. There seems to be little or no doubt that the association, at its next meeting, will reconsider its action, and by a vote practically unanimous give voice to the sentiment of the drug trade of Alabama that a national organization which has for its object the protection of their interests, that brings to them in their struggle with trade demoralization the combined power of the entire drug trade of the country, deserves to be supported; the cost of affiliation being a matter of secondary importance.

INFORMATION REGARDING TRADE DEMORALIZATION.

In order to obtain definite information in regard to the condition of the drug trade of the country information in regard to this was requested on each blank application for membership sent out from the secretary's office. In this and other ways the information has been obtained that, with the exception of the State of Washington, price cutting exists in all parts of the country, to a greater extent in New England than in the Middle States, and in the Pacific Coast States least of all. In all large cities the damage has been great, while in hundreds of smaller cities and towns the conditions are most wretched. Even in villages and hamlets the practice of selling proprietaries (they constitute a large proportion of their business) below the regular price is making the drug business unprofitable. In the latter places the pernicious influence of the mail-order houses also is most disastrous to the success of the local druggists, and many of them are finding it difficult to continue in business without handling all sorts of side lines, some of which harmonize very poorly with the drug business. It is gratifying to be able to state that in nearly every county, city and town where an association has been formed to co-operate with the N. A. R. D. better conditions have resulted from conferences of retailers with each other, and the common determination to work for the advancement of the interests of the national body.

A LIST OF CUTTERS BEING COMPILED.

In order to assist the work of affording relief from the untoward conditions thus revealed the necessity seemed to be imperative that the sec-

No Other Serum, German, French or American,

HAS EVER YIELDED SUCH HIGH PERCENTAGES OF RECOVERY.

Chicago Mortality 4.78 per cent.

In Chicago, during the months of November and December, 1898, and January and February, 1899, there were treated with Parke, Davis & Co.'s Antidiphtheritic Serum by the Antitoxin Staff of the Chicago Health Department 418 cases (microscopically verified), with 20 deaths—a mortality of 4.78 per cent.



Denver Mortality, 3.5 per cent.

In Denver during 1898 there were treated with Parke, Davis & Co.'s Antidiphtheritic Serum 280 cases, with 8 deaths—a mortality of 2.85 per cent.

Physicians prefer our Antidiphtheritic Serum. It will pay you to carry it in stock. Write us for our SPECIAL PROPOSITION.

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retary prepare a list of those cutters in the different Territories where we have local associations whose attitude prevented a return to remunerative prices. The work progressed very slowly and has necessitated so much investigation that it has not yet been completed. Material for the report has been collected in considerable quantity, but the multiplicity of duties devolving upon the secretary's office has prevented its being perfected to the point of assured usefulness and will of necessity be held in abeyance until it can be carried to completion. Help to this end upon the part of associations and individual members will be appreciated.

ASSISTANCE ACKNOWLEDGED.

The secretary desires to express his sincere appreciation of the help extended to him by a large number of the members of the organization convention. These members have in every case responded to appeals for assistance in the most



CHAS. T. HELLER,

St. Paul, Minn., Secretary Minnesota Pharmaceutical Association, Treasurer-elect N. A. R. D.

cordial way, and their efforts have been, in all cases, satisfactory. For their deeds of devotion to the drug trade of their respective localities, honor is due to very many unselfish men in our ranks who, at considerable personal sacrifice often, have built up local organizations and worked hard for their maintenance and success. In this connection the national secretary desires to direct the attention of the Association to the good work done by those members of the New Jersey Pharmaceutical Association whose devotion to our cause was rewarded, at a recent special meeting, by bringing the organization into the fellowship of the national body.

PROGRESS OF THE WORK OF ORGANIZATION.

The secretary is gratified to report that the work of organization is progressing in a number of cities, towns and counties, the societies in process of formation not being in a position as yet to unite with the national body. The literature of our organization has been scattered liberally over the entire country, and the work of the Association and the prospects of success are uppermost in the minds of the entire drug trade from ocean to ocean. From correspondence carried on by the secretary with the officers and prominent members of the State associations of Vermont and Oregon (the only two States which have held no meetings since the formation of the N. A. R. D.) he is convinced that these organizations will fall into line at their annual convention to be held during the present month.

RULES FOR GUIDANCE OF LOCAL ORGANIZATIONS.

At its meeting held in Chicago in February, the executive committee recommended to State associations for their guidance in forming their respective commonwealths into county societies the plan of organization adopted by the Wisconsin Pharmaceutical Association, constructed on the plan presented at the St. Louis convention by the Iowa Druggists' Association. This plan of organization is being used effectively in Wisconsin, and has been adopted in Nebraska. Several other States have endorsed the plan, but have not as yet put it into execution. The rule adopted for the guidance of the Saginaw (Mich.) Pharmaceutical Society was recommended by the executive committee for the use of local bodies in the smaller cities of the country on account of its brevity and freedom from unnecessary restraints. The committee recommends that the judgment of the in-

dividual association should be exercised in perfecting rules, and have not given as much attention as may have been deemed necessary to the perfecting of a form of organization. By the executive committee the National Association is understood to be a confederation of associations, and no interference with the internal workings of State and local organizations is thought to be desirable.

FINANCES.

In accordance with the wish of the Association expressed at the organization convention by resolution, the executive committee levied an assessment of 25 cents upon each member of the State and local associations affiliated with the national body. The assessments of the several associations have been paid, the notices of assessment receiving in most cases prompt attention at the hands of secretaries and treasurers. The committee decided by unanimous vote that the fiscal year should begin the first day of January and on the 31st day of December of each year.

Inasmuch as the Association had no funds with which to begin its work, an Emergency Fund was established, a contribution being made at St. Louis during the convention by associations and individuals for the immediate expenses of the secretary's office. This fund has been increased by the donations of the large number of affiliated societies and has proven of great value to the work because of the smallness of the assessment on the membership and the difficulty attending its collection in time to be useful in meeting the expenses of the organization.

CORDIAL RELATIONS WITH THE JOBBING TRADE.

The labors of the secretary's office have been materially lightened by the consistent and favorable action of the chairman of the proprietary goods committee of the National Wholesale Druggists' Association. The disposition that has characterized the action of this official to render every assistance possible toward bringing our work to successful issue is referred to the membership of the Association for their gratitude and commendation. The gentleman referred to is Frank A. Faxon, of the firm of Faxon, Horton & Gallagher, Kansas City, Mo.

In this connection it ought to be stated that every officer of the N. W. D. A. with whom the secretary has come in contact has proven himself desirous of serving our cause, and has given cheerfully the assistance asked. The local jobbers' associations of the United States, of which there are nine, have also treated this office with uniform cordiality and consideration, and have, almost without exception, expressed a desire to be used for the purpose of advancing our cause.

The individual jobbing houses of the country have in many helpful ways manifested an interest in our work, and while a loyalty of a few to the interests of the retail trade is open to suspicion most of them have given indisputable evidence of their fealty to our cause, and have convinced the secretary that they can be depended upon to do their whole duty by their respective patrons and the retail trade in general.

GOOD WORK OF TRAVELING SALESMEN.

The secretary desires to direct your attention, in this connection, to the efforts of a large number of traveling salesmen of manufacturing and jobbing houses who, by their considerate action in urging upon their patrons the claims of the National Association, have brought it into a degree of prominence to which it would have been difficult otherwise to attain. In this way much valuable assistance has been rendered the secretary's office, and for the help thus given he desires to express his personal hearty appreciation.

After the adoption by the Proprietary Association at its June meeting of the resolution restricting the sale of proprietary goods to those who are not aggressive cutters many jobbers of the country expressed to the committee and the officers of our Association their approval of the resolution, and declared themselves in favor of its universal adoption, bespeaking for it on their own behalf careful consideration and declaring their intention of making it, as far as their respective houses were concerned, thoroughly effective.

REVISION OF THE JOBBING LIST.

The executive committee of our Association met in Chicago on the 7th of February last. The proprietary goods committee of the National Wholesale Druggists' Association expected to meet in conference with the retailers a representative of the Proprietary Association of America, in order that the three committees might prepare a list of jobbers acceptable to the National Retail Druggists' Association, the National Wholesale Druggists' Association and the Proprietary Association of America. The work of the joint committee was completed after thor-

ough consultation, the absence of the committee of the Proprietary Association being explained by Chairman Faxon of the N. W. D. A. to be due to the desire of that organization that the individual endorsement of manufacturers should be received, rather than to have a committee endorse the work for the Association. Previous lists were all carefully gone over and jobbers objectionable to the retail trade were omitted, and some desirable persons added to the list. This list has been presented to the manufacturers, and inasmuch as it contains a sufficiently large number of jobbers advantageously located to give them, the manufacturers, free access to every portion of the country through the wholesale trade, no objection to it has been offered, many manufacturers on the contrary having expressed their entire satisfaction with it. A copy of this list, corrected to date, is appended hereto.

RELATIONS WITH MANUFACTURERS.

On March 2d last the writer, under instructions from the executive committee, addressed to each of the members of the Proprietary Association of America two letters, one directing attention to the resolution adopted by the N. A. R. D. at St. Louis, requesting manufacturers to R. D. at St. Louis, requesting manufacturers to distribute their goods only through the jobbing trade and requesting a statement as to the attitude of the firm addressed toward the resolution, the other requesting information as to the prices of their respective preparations, with the purpose of ascertaining whether the prices of these preparations exceeded \$2, \$4 and \$8. Subsequently these letters were sent to all the manufacturers in the country, 334 in number, with the following results:

RESULTS OF A CANVASS OF PROPRIETORS.

Number favoring resolution and expressing a determination to be governed thereby, 171; number whose attitude toward the resolution was uncertain, 9; number who could not see their way clear to endorsing the resolution, 6; number who declared themselves unfavorable to the resolution, 5; number who made no reply whatever as to the resolution, 143. Number of those whose preparations are, \$2, \$4 and \$8 or less, 116; number whose preparations in whole or in part exceed \$2, \$4 and \$8, 62; number whose products are not proprietaries and therefore not adjustable to the schedule, but who favor the resolution, 33; number who failed to give the prices of their preparations, 120.

NO EXCUSE FOR FAILURE TO RESPOND.

In most cases two letters relating to each of these subjects were sent to the manufacturers, so that no excuse exists for the possible claim that the matter was not brought properly to their attention. It should be remembered that these statistics were compiled in March, April and May last, and that they may not now represent the attitude of the respective manufacturers toward the resolution in question. They do, however, represent their positions as to the prices of their preparations.



THOMAS STODDART,

of Buffalo, Delegate to the N. A. R. D.

A BREAK IN THE PLEASANT RELATIONS WITH MANUFACTURERS.

The only break in the pleasant relations that have existed between the secretary's office and the individual proprietors with whom he has corresponded comes to light in the following correspondence:

Potter Drug and Chem. Corp.
Boston, Mass.

Gentlemen: The National Association of Retail Druggists deprecates the unpleasant relations that exist between yourselves and the Western Pennsylvania Retail Druggists' Association, a subordinate member of this organization. It is sincerely hoped that some way may be found to prevent the continuation of a

Every druggist should keep constantly stocked with Abbey's Effervescent Salt. It pays.

Its rapid rise in popular favor has been phenomenal and is due solely to its merit. No preparation on the market to-day has so thoroughly won the confidence of the medical profession in so short a time. They prescribe and endorse it.

Our advertising is striking and vigorous and is creating a large demand in every district we have so far covered. Your wholesaler will fill your orders.

**Abbey's
Effervescent
Salt
reaches the
consumer
through the
drug trade
only.**

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NEW YORK CITY, N. Y.

Sold in three sizes, retailing at 25c., 50c. and \$1.00 per bottle.

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controversy that in the end must work to the disadvantage of all concerned. The chief cornerstone of the National Association of Retail Druggists is the mutual advantage of manufacturers, jobbers and retailers in handling medicines. Any condition that disturbs the friendly relations that ought to exist between these branches of the drug trade is regarded by us as subversive of the ends of our organization and is by us deplored.

In view of this sentiment of good will entertained by our organization toward all who, like ourselves, are engaged in handling medicines, and in order to further the ends of bringing into better relations those who, under proper conditions, are working for the advancement of each other's interests, our association would be glad to render such service as lies in its power towards securing a satisfactory adjustment of the differences aforementioned.

Yours very truly,

THOMAS V. WOOTEN, Secretary.



WM. C. ANDERSON,
Brooklyn, N. Y.,

Chairman Committee on Legislation N. A. R. D.,
Member of the Executive Committee.

TELEGRAM OF RESPONSE OF POTTER DRUG CO.

New York, April 1, 1899.

Thos. V. Wooten, Secretary, Chicago:

Letter twenty-eighth received. We resent boycott by Pennsylvania Association as unfair because it does not include all, and because druggists go so far as to disparage remedies. Have always sympathized with efforts of retailers to better prices, but cannot risk our business on experiments. When a plan is a demonstrated success we will gladly consider it; nothing yet presented can possibly succeed. As to National Association of Retail Druggists, believe it best to let matters settle themselves in Pennsylvania. If the local association can prevent sales of Cuticura we will admit it; if it cannot it will say so and quit. It will not be necessary then for other branches to repeat the experiment. Meantime we shall use every fair means to supply demand, and give notice that we shall not again hesitate for days to use department stores and cutters to supply demand as we did in Pittsburg.

(Signed)

POTTER DRUG & CHEMICAL CORPORATION.

The lack of consideration that had characterized the action of this firm in its intercourse with the Western Pennsylvania Association was thus passed on to the National Association. As far as this office is concerned no further effort was made to adjust the matter, the secretary receiving instructions to hold the matter in abeyance. On his return from the New York meeting of the Proprietary Association, Chairman Holliday reported its failure to receive any assurances whatever that the matter could be amicably settled.

NEEDS OF THE WORK.

The experiences of the year in the secretary's office have proven that the greatest need of the work is an efficient organizer to follow up by personal effort what is accomplished by correspondence and the distribution of literature.

A great deal of the work done during the year has been lost because at the proper time someone did not make use of the opportunity presented of crystallizing the sentiment created so that an active organization for effective work might be formed. In nearly all cases this can be done best by an outsider, as experience has abundantly proven. Whatever dissatisfaction exists in a local association it is generally participated in by the druggists of the entire city, and the effectiveness of an organization and the possibility of forming a new association is greatly lessened by reason of suspicion and lack of appreciation of each other that usually exists among druggists that have been working at cross purposes.

RETARDING INFLUENCES.

Another reason why an organizer is needed is that he may inform members as to the methods of the Association and correct any misapprehension that may exist in reference thereto. In spite of all that has been published the plans of our Association seem to be imperfectly understood, even among druggists otherwise well informed. The best arguments in favor of affiliation with us are frequently lost sight of also, and the probability of getting out of an organization really good work is minimized by a misconception as to the proper manner in which those plans can be made effective.

Another need of the Association is a publication regularly and in the most effective way possible of news notes and short editorials upon pertinent subjects relating to the welfare of the Association. Work of this kind done during the year has proven its value, but it could not be prosecuted with the requisite vigor because the secretary, not being able to devote his entire time to the work of the office, had no opportunity to do the work himself, and no one not in thorough sympathy with our movement and not conversant with its many phases could do it with entire acceptability.

This brings us to consider the

CLERICAL NEEDS OF THE OFFICE.

During the past year the help given the secretary has been satisfactory, but inadequate to the needs of the Association, and the work has suffered in consequence. The best that could have been done with the help at command has been accomplished. A good many things known to be advantageous to the success of the work have been neglected, a matter of necessity, and the secretary recommends that if the work is to be done in the manner most conducive to good results there must be an improvement in this direction. The correspondence ought not to be allowed to accumulate. Circular work and matter pertaining to the carrying out of policies agreed upon by the executive committee should be pushed vigorously, and the over-crowded condition of the office, such as has characterized it much of the time during the past year, is not conducive to satisfactory results.

ANOTHER NEED OF THE ASSOCIATION

is a more general feeling of responsibility for the success of the movement on the part of individual members. As indicated elsewhere in this report the work done by individual retailers has been, in very many cases, wholly satisfactory, but the disposition on the part of a large number of members is to wait for something to be done for them instead of taking the initiative for themselves. Efficient service, such as these druggists would be able to render themselves, if they would only believe themselves capable of it, is neglected because it is considered impossible of accomplishment, and barriers of straw are at times allowed to check the progress of association work. The secretary is aware that repeated failures in the past to correct bad trade conditions is responsible for this feeling of timidity, but this must give way to one of resoluteness and courage if the fight we have entered upon it to be won.

SUITABLE QUARTERS FOR THE SECRETARY'S OFFICE

is another need of the organization. During the first year but little attention has been given to this matter, but it is doubtful if any members of the organization would feel satisfied with the present arrangement. The association has paid nothing for rental during the year, but the dignity of the organization demands that an improvement should be made in this respect. It has been aptly said that a man is usually taken at his own estimate of himself; the saying is equally true of an association.

In conclusion, the secretary wishes to say he has done his best to meet the requirements of the position he has held. He is not satisfied with the accomplishment, but he has that which, after all, is a man's best reward, the feeling that he has done all that he could and is sure that his efforts have been appreciated.

The secretary was interrupted several times during the reading of the report

by outbursts of applause, and at the close he was cheered repeatedly.

President Hynson asked the delegates what disposition they wished to make of the report, saying "I am glad he has had this demonstration of how he is regarded by the members of the N. A. R. D. It may be necessary to take some formal action, but the manner in which you have received it must be as gratifying to him as it is to me. I will now entertain a proposition in regard to the disposition of this very able and comprehensive report of Secretary Wooten."

On motion of J. W. Seeley, of Detroit, the report was accepted and referred to a special committee to report upon the recommendations contained in it at a later session.

After some discussion regarding the secretary's omission to read the list of jobbers approved by the Association, in the course of which it was stated that a copy of the list was open for the inspection of the delegates at any time, Chairman Robinson, of the Committee on Credentials, read the following preliminary report:

Preliminary Report on Credentials.

Your committee, to whom have been referred the credentials of delegates to the N. A. R. D., beg leave to report that the number of delegates duly accredited and present is 160.

The following States and Territories are represented, either by State or local associations: Alabama, Connecticut, Georgia, Illinois, Indiana, Iowa, Kansas, Kentucky, Maine, Maryland, Michigan, Minnesota, Missouri, New



THOMAS LAYTON,

of St. Louis, Delegate to the N. A. R. D.,
Member of Executive Committee.

Jersey, New Hampshire, North Carolina, Ohio, Oklahoma Territory, Pennsylvania, Tennessee, Virginia, Wisconsin.

In addition thereto accredited representatives are present from the American Pharmaceutical Association, National Wholesale Druggists' Association, The Proprietary Association of America, The Society of Retail Druggists of the Province of Quebec.

The reading of the names of the delegates, with the associations represented, was deferred, on motion of W. C. Anderson, of Brooklyn, until a later session.

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Chas. H. Fletcher

President.

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Report of Committee on Trade-Marks and Patents.

Chas. L. Hay, chairman of the Committee on Trade-Marks and Patents, read the report of that committee, showing that the committee had presented a memorial to the commission appointed by President McKinley to revise the patent and trade-mark laws of the United States, reading as follows:

On behalf of the National Association of Retail Druggists, and through that body on behalf of many thousands of retail druggists throughout the United States, we ask that your committee endeavor to correct the evil which has proved most burdensome and most annoying in the whole question—that of granting a patent on the substance itself. We waive all discussion on the right to grant a man patents on a process originated by himself, or on the name given the substance, if original and distinguishing it as a substance made by that process and of that composition. The mischief to the consumer as well as to the druggist lies in the granting of a patent on the product itself, thus shutting out all from making it, even though by an entirely different process from that mentioned in the patent. This not only creates a monopoly but strangles competition and stifles invention.

We trust your committee will be able to amend this by doing away with the patent on the substance, while still protecting patentees by providing an inspection system whereby an authorized commission could inspect the factories of competing substances which might be suspected of infringing on the original patentee's rights. This is a matter of so much import to the retail druggists of the United States that we trust your commission will endeavor to right the wrongs complained of. We enclose a resolution which embodies the sentiment of our Association as well as that of the retail drug trade in general.

The committee recommended the appointment of an Agitation Committee, consisting of one member from every Congressional district in the United States, to agitate in favor of a revision of the trade-mark and patent laws, in so far as they apply to medicinal articles.

The report was accepted and referred to a special committee for consideration and report.

The next matter presented was the

Report of Committee on Legislation.

W. C. Anderson, chairman of the Committee on "Relations of Pharmaceutical Education and Laws to the Drug Trade," submitted a report in which the committee state that, while the principal object of the N. A. R. D. is the dealing with the commercial side of pharmacy, the question of educational qualification was one of paramount importance, as bearing upon the commercial conditions, for, with illiterate and uneducated pharmacists in the trade, it was doubly difficult to secure any kind of co-operation or any betterment of the evils from which the trade is now suffering. The committee brought up the subject of graduation as a prerequisite for examination before a board of pharmacy, and recommended that the N. A. R. D. put itself on record as favoring the graduate requirement as a preliminary to examination by a board.

The report was received with applause, tempered by some expressions of disapproval, many members being in favor of shelving it, as they deemed consideration of such matters foreign to the purpose of the N. A. R. D.

Discussion on the Report.

This report created some discussion. Chas. Gietner, of St. Louis, moved its acceptance, with the thanks of the Association. R. I. Eads, of Indianapolis, moved to amend by referring the report to a committee for consideration, saying:

Prof. Anderson is riding my hobby when he talks of pharmaceutical education and pharma-

ceutical legislation. I have been interested for ten years in the matter of securing legislation, and I think this report deserves more attention than filing it and printing it in the minutes. I would like to amend Mr. Gietner's motion by moving that it be referred to a committee for consideration, and that that committee be also authorized to consider the feasibility of either drafting a pharmacy law for promulgation among the various pharmaceutical societies in the United States or in concurring in the agitation of the American Pharmaceutical Association in the bill which they proposed two years ago for passage by Congress. We all know that it is almost impossible to pass a national pharmacy law, and that it would be pretty difficult to improve generally upon the text of the bill as drafted by the American Pharmaceutical Association. But I would like to have this committee appointed to consider the feasibility and the practicability of the adoption of a uniform pharmacy law by the various States.

A. S. Parker, of Detroit, opposed the reference and said:

This body is organized for the express purpose of considering the commercial features with reference to the drug business. That applies also to the matter of pharmacy laws. We are also interested in educational matters, every one of us, but I question very seriously the advisability of dividing our interest between strict commercialism and education.



CHAS. L. HAY,
Dubois, Pa.,

Chairman Committee on Trade-Marks and Patents, N. A. R. D.; First Vice-President Pennsylvania Pharmaceutical Association.

Mr. Gietner also opposed the motion to refer the report to a committee, and Mr. Eads then offered to withdraw his motion. Professor Anderson was not pleased with this summary method of disposing of his report and urged its consideration by a special committee. He said in part:

As chairman of the committee I do not desire to enter into discussion regarding pharmaceutical educational laws at the present time. But I do contend that this body, having appointed this committee one year ago, as it did other committees, and this committee having taken the trouble to make a report, it should have the courtesy of that consideration which has been shown other reports which have been referred to committees for consideration and report. Why do you throw this one aside? I ask of this body that they give this report the same consideration they have given others. Then if the members choose to discuss it, all right, or if they disapprove of the ideas in the report, all well and good. I am perfectly satisfied, and as chairman I speak for the whole committee; but I think it is an injustice to ask men to do work, especially on a subject of this kind, which is difficult to present, and then have it shelved. I move to have this report referred to a committee, and would so amend the motion before the house.

On motion of Mr. Seeley, of Detroit, who offered his as a substitute for all motions then pending, the report was accepted and referred to a committee without instructions.

Frank H. Freericks, of Cincinnati, chairman of the Committee on Transportation, made a verbal report, in which he expressed the thanks of the committee to Thomas J. Keenan, of New York, and L. Tillotson, of Chicago, for aid in securing reduced railroad transportation.

The report was accepted and the committee discharged.

Special Committees Named.

President Hynson interrupted the proceedings at this point to announce the appointment of the following committees: Committee on President's Address, John C. Gallagher, New Jersey; S. N. Jones, Kentucky; John I. Straw, Illinois. Committee on Report of the Secretary, Wm. McIntyre, Pennsylvania; A. O. Zwick, Ohio; Judson B. Todd, New York. Committee on Report on Trade-Marks and Patents, L. K. Waldron, Illinois; H. I. Siegfried, Pennsylvania; Charles Fleischner, Connecticut. Committee on Report on Pharmacy Laws and Education, R. I. Eads, Indiana; Chas. Gietner, Missouri; Thomas Stoddart, New York.

After an announcement by the local Committee on Entertainment, the report of the Committee on National Legislation was called for. Owing to the absence of the chairman, this report was not presented. The report of the treasurer was promised for a later session. After arranging for the election of delegates to the Committees on Nominations and Resolutions, at the third session on Wednesday morning, the sitting adjourned.

Third Session.

Wednesday Morning.

In opening the morning session on Wednesday, which was done at 9.15 prompt, President Hynson made a statement to the effect that, as arranged the day before, the first order of business at this session was to be the reading of the completed report of the Committee on Credentials, but, if there would be no objection, he would proceed with the second order first and ask the secretary to read the list of recognized jobbers. Secretary Wooten then read the list of jobbers by States as they were called for by the delegates. Ohio, Minnesota and New York had been disposed of in this way, when objection was made to the further reading of the list on the ground that the list was incomplete. The report of the Committee on Credentials was then called for and Chairman Robinson submitted the following, which had been approved by his committee:

ACCREDITED DELEGATES IN ATTENDANCE.

Connecticut Pharmaceutical Association: John W. Lowe, Chas. Fleischman, New Haven. Georgia Pharmaceutical Association: C. M. Crosby, Marietta; Geo. D. Case, Milledgeville. Illinois—Illinois Pharmaceutical Association: W. C. Simpson, Wm. Bodeman, Walter H. Gale, J. H. Keeling, Bruno Batt, W. H. Schneiderkamp; Chicago Retail Druggists' Association: John I. Straw, Bruno Batt, W. H. Gale, Wm. Bodeman, Thos. V. Wooten; Chicago Apothecaries' Association: L. K. Waldron; Aurora Retail Druggists' Association: Frank D. Rollins; Freeport Retail Druggists' Association:

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James H. Keeling, proxy, Rockford; Will County Pharmaceutical Association: A. W. Flexer, Joliet; Henry County Retail Drug Association: J. E. Wright; Peoria Retail Druggists' Association: L. C. Wheeler; Rockford Retail Druggists' Association: Hosmer C. Porter.

Indiana—St. Jasper County Association: Leo Elie, A. B. Graham; Indiana Pharmaceutical Association: A. Timberlake, F. H. Burton, J. M. Scott, F. W. Schultz, R. P. Blodeau, Paul L. Ross, R. S. Eads, H. E. Glick; Bartholomew County Retail Druggists' Association: Ernst Stahlhuth, Columbus; Hancock County Retail Drug Association: A. C. Pilkenton; Jennings County Druggists' Association: S. W. Storey, Vernon; Monroe County: C. M. Spicely; Lafayette Pharmaceutical Association: D. H. Leoman, T. W. Hogan; Laporte County Druggists' Association: E. W. Meissner, Laporte; St. Joseph County Druggists' Association: H. E. Graham; Marion County Retail Druggists' Association: Frank H. Carter, Edward Ferger.

Iowa—Iowa Pharmaceutical Association: A. H. Miles, Des Moines.

Kansas—Kansas Pharmaceutical Association: Frank E. Holliday, L. Ardery, G. Gehring; Topeka Druggists' Association: F. A. Snow.

Kentucky—Kentucky Pharmaceutical Association: Simon N. Jones, John L. Clark, C. S. Porter, E. L. Peak, Verne Duscull; Louisville Retail Druggists' Association: Addison Dimmitt, E. G. Isaacs.

Maine—Maine Pharmaceutical Association: Alex. M. Robinson, Bangor.

Maryland—Maryland Pharmaceutical Association: H. P. Hynson, A. J. Corning, Baltimore; Baltimore Retail Druggists' Association: Owen C. Smith, John G. Beck.

Michigan—Michigan State Pharmaceutical Association: A. H. Webber, Cadillac; A. S. Parker, Detroit; D. E. Prall, Saginaw. Detroit and Wayne County Retail Drug Association: James W. Seeley, Chas. F. Mann; Jackson County Retail Druggists' Association: Chas. F. Mann, Detroit; Saginaw Pharmaceutical Society: D. E. Prall; Thomb Pharmaceutical Association: Samuel Kidder, Jr.

Minnesota—Minnesota State Pharmaceutical Association: Wm. Gensewitz, Owatonna; H.

Thos. W. Dalton, Syracuse; Thos. Stoddart, Buffalo; Judson B. Todd, Ithaca; Wm. Muench, Syracuse; Felix Hirsman, New York; Thos. J. Keenan, New York; Andrew E. Hegeman, Brooklyn. Erie County Pharmaceutical Association: Thos. Stoddart; German Apothecaries' Society: Felix Hirsman; Kings County Pharmaceutical Association: Wm. Muir, Brooklyn; Syracuse Retail Druggists' Association: Thos. W. Dalton; Tompkins County Druggists' Association: Judson B. Todd, Ithaca.

North Carolina—North Carolina Pharmaceutical Association: J. H. Bobbitt, Raleigh; W. M. Yearby, Durham. Asheville Retail Druggists' Association: W. C. Carmichael.

Ohio—Ohio State Pharmaceutical Association: G. L. Hechler, L. C. Hopp, Cleveland; M. A. Burkhardt, Dayton; F. W. Herbst, John Byrne, Columbus; O. N. Garrett, Hillsboro. Cincinnati Academy of Pharmacy: N. E. Smith; Columbus Druggists' Association: Geo. Matson, Jr., Charles Hatton; Dayton Retail Druggists' Association: M. H. Burkhardt; Hamilton Druggists' Association: Charles Krone; Lima Pharmaceutical Association: H. F. Vorkamp; Mahoning County Retail Druggists' Association: Carl Brenner, Youngstown. Retail Druggists' Association of Hamilton County: A. O. Zwick, Otto Rauchfuss; Northwestern Ohio Retail Druggists' Association: F. B. Stephens, Toledo.

Oklahoma Territory—Oklahoma Pharmaceutical Association: W. S. Donnelly.

Pennsylvania—Pennsylvania Pharmaceutical Association: C. L. Hay, H. A. Kaercher, W. A. Rumsey; Erie County Retail Druggists' Association: Fred Nick; Philadelphia Association of Retail Druggists: Wm. McIntyre, Jas. C. Perry, W. H. Poley, E. J. Finnerty, Jr., W. A. Rumsey; Western Pennsylvania Retail Druggists' Association: E. C. Garber, Allegheny; Henry J. Siegfried, Pittsburgh; B. E. Pritchard, McKeesport.

Tennessee—Tennessee State Pharmaceutical Association: James L. De Merville; Nashville Retail Druggists' Association: Max Bloomstein; Jackson Druggists' Association: Jessie L. Nelson.

Virginia—Virginia Pharmaceutical Association: E. A. Craighill, Lynchburg; Norfolk Pharmaceutical Association: M. J. Quattlebaum; Danville Local Association: Dr. E. A. Craighill.

Wisconsin—Wisconsin Pharmaceutical Association: A. A. Pardee, Madison; Madison Retail Druggists' Association: A. A. Pardee; Milwaukee Pharmaceutical Association: R. N. Dadd.

DELEGATES FROM NATIONAL ORGANIZATIONS.

American Pharmaceutical Association: Thos. Layton, St. Louis, Mo.; Lewis C. Hopp, Cleveland, O.; E. F. Phillips, Armada, Mich.

National Wholesale Druggists' Association: M. C. Peter, Louisville, Ky.; Otto Stein, Cincinnati, O.; Wm. J. Walding, Toledo, O.

Proprietary Association of America: Frank J. Cheney, Toledo, O.; Geo. A. Newman, Louisville, Ky.; A. H. Duncan, St. Louis, Mo.; J. R. Kathrens, Milwaukee, Wis.

Society of Retail Druggists of the Province of Quebec: W. H. Chapman, Henry Willes.

On motion, the report was accepted and ordered filed.

The selection of Committees on Nominations and Resolutions as made by the several State delegations was then taken up. The secretary called the roll of States, and as each State was named the member authorized to do so put in nomination the members selected to serve on the two committees. The first named in the following list was the choice for the Committee on Nominations; the second for the Committee on Resolutions:

Committees on Nominations and Resolutions

Connecticut—Charles Fleischman, John W. Lowe.

Georgia—George D. Case, both.

Illinois—John I. Straw, J. H. Keeling.

Indiana—H. E. Glick, F. W. Meissner.

Iowa—A. H. Miles, both.

Kansas—F. E. Holliday, L. Ardery.

Kentucky—Addison Dimmitt, S. N. Jones.

Maine—A. M. Robinson, both.

Maryland—O. C. Smith, J. G. Beck.

Michigan—A. S. Parker, A. H. Webber.

Minnesota—H. W. Reitzke, Thos. Voegeli.

Missouri—Thomas Layton, Paul L. Hess.

New York—Wm. Muir, Thomas Stoddart.

New Hampshire—F. L. Way, both.

New Jersey—John C. Gallagher, C. J. McCluskey.

North Carolina—W. M. Yearby, J. Hale Bobbitt.

Ohio—Alfred De Lang, Lewis C. Hopp.

Pennsylvania—J. C. Perry, B. E. Pritchard.

Tennessee—J. L. Nelson, Max Blumstein.

Virginia—E. A. Craighill, M. J. Quattlebaum.

Wisconsin—A. A. Pardee, Robert M. Dadd.

No Report on Commercial Relations.

Upon calling for the report of the Committee on Commercial Relations, it was discovered that nothing had been done by the committee, who considered that the matters coming within its province would be acted upon by the Executive Committee. President Hynson expressed his annoyance at the lack of interest in the affairs of the Association by this committee and uttered the following reprimand:

When I selected the members of this committee I thought I was conferring some honor on them, and I feel it my duty to say that



D. E. PRALL,
Saginaw, Mich.,

Member Executive Committee, N. A. R. D.

when a man accepts a position on a committee in an association like this he certainly ought to do as much as reply to the letter of the chairman of the committee. I do not know any one thing that retards the work of an association so much as this inactivity on the part of members of a committee. It is a fact that the report of a chairman is possibly the best, yet he might be helped many times by some of his associates on the committees. You will excuse this interjection, but I think it a matter that ought properly be brought before you.

The Committee on Form of Organization then reported as follows:

Report on Form of Organization.

By F. B. STEPHENS.

The committee . . . believe that the present form of organization has demonstrated its adequacy to the requirements of the work of this body, and have at this time to suggest only two changes which it appears to the committee are calculated to add strength to the executive power of the Association, and to assure more effective work.

We beg to recommend that section 2 of article IV, entitled "Officers," be amended to read as follows:

Section 2. This Association shall elect an executive committee of six members at each annual meeting. The president of the Association shall be a member of the executive committee; and the secretary shall be a member ex-officio of the committee.

The committee recommends the following amendment to the first section of the by-laws of the Association: "Delegates receiving appointment as chairmen on standing committees at any annual convention, or otherwise in accordance with the constitution and by-laws, shall be entitled to all the privileges of membership in the Association until their respective successors are chosen."

Since the arrival of the members of the committee at Cincinnati they have invited recommendations from delegates present concerning the form of organization, and would state that



WM. MUENCH,

Syracuse, N. Y., President of the New York State Pharmaceutical Association, Delegate to the N. A. R. D.

W. Reitzke, St. Paul; Thos. Voegeli, Minneapolis. Minneapolis Retail Drug Association: Thos. Voegeli; St. Paul Retail Drug Association: Herman Reitzke.

Missouri—Missouri Pharmaceutical Association: John H. Allen, St. Louis; Thos. Layton, St. Louis; Chas. Gietner, St. Louis; Paul L. Hess, Kansas City. Kansas City Pharmaceutical Association: Paul L. Hess, C. E. Corcoran; St. Louis Apothecaries' Association: Chas. Gietner. New Hampshire—New Hampshire Pharmaceutical Association: Frank L. Way, Manchester.

New Jersey—New Jersey Pharmaceutical Association: Wm. R. Laird, John C. Gallagher, Jersey City; James Foulke, Burlington County Retail Druggists' Association: Edward E. Jones, Wm. McIntyre, proxy; Jersey City Retail Druggists' Association: Chas. J. McCloskey. New York—New York State Pharmaceutical Association: Wm. C. Anderson, Brooklyn;



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the general response to this invitation has been an expression of opinion that the present form of organization is satisfactory to the constituencies they represent.

The committee feels it proper, however, to receive recommendations from delegates during the sessions of the convention, and begs leave to be permitted to submit any further changes or amendments which it may deem worthy the consideration of the convention.

The report was discussed by Mr. Stoddard, of Buffalo, who asked whether the president of the Association, who was to be added to the Executive Committee, would have a vote in its deliberations. The same question was put with regard to the secretary. A member of the Committee on Form of Organization replied that it was the intention of the committee to give the president a voice and vote in the committee. The secretary would have a voice, but not a vote.

As the report of the Committee on Form of Organization contained an amendment to the constitution of the Association, it was laid over for action at a subsequent session.

After a statement by Mr. De Lang, of the local Committee on Entertainment, giving an outline of the programme for the afternoon and evening, which were to be given up entirely to pleasure, the report of the Committee on President's Address was called for, and Chairman J. C. Gallagher, of Jersey City, responded with the following:

Report of Committee on President's Address.

1. The recommendation of the president regarding the Executive Committee and the duties of the president—we recommend that this be referred to Committee on Form of Organization.

2. That this Association believes that every jobber in the country should pledge himself or themselves to the Association to adhere to the resolution as adopted by the Proprietors' Association of America, to limit their sales to retailers who are not aggressive cutters, and refuse all sales to department stores.

3. That this Association pledge itself to oppose substitution of every kind, and to give to those proprietors who are in active sympathy with this organization their hearty support.

4. Regarding finance, your committee believes it prudent to refer this matter to the Executive Committee.

5. That this committee recommends that the Executive Committee be authorized to receive any donation from any person, firm or corporation that is actually in sympathy with the principles and objects of the N. A. R. D.

On motion, the report was adopted.

A preliminary report on the report of the Committee on Trade-Marks was offered by L. K. Waldron, who promised a final and complete report later. This took the usual course.

The committee appointed to consider the "Relations of Pharmaceutical and Educational Laws to the Drug Trade" made the following report:

Report of Special Committee on Report of "Committee on Relations of Pharmaceutical Education and Laws to the Drug Trade."

The committee submitted the following report, which was signed by R. I. Eads, Thomas Stoddard and Chas. Gietner:

Your committee beg to say that, while we agree with the report in that the principal work of the Association has thus far been devoted to an effort towards a restoration and maintenance of full prices on standard lines of goods, that we believe the subject of pharmaceutical legislation is highly pertinent to our prosperity; that the securing of uniformity of laws will be beneficial in improving the trade conditions by rendering it impracticable for the uneducated and nondescript to engage in the business; that it will tend to establish greater uniformity in the practice of pharmacy throughout the country, and that it will elevate the mental and commercial status of those contemplating entering upon it as their chosen calling.

BUT—(?)

We believe that the subject of education could be dealt with to better advantage by our older and scientific contemporary, the American Pharmaceutical Association, therefore we recommend that this branch of the subject be referred to that body.

We would suggest that if this committee be continued the committee to serve next year be instructed to examine carefully the existing laws, and to formulate a draft of a bill, or to accept such as already exist, for presentation to the next annual meeting of this body, which, if approved, be urged for enactment by the general assemblies of the several States as nearly in conformity with this draft as will meet local conditions.

The report exhibits much careful consideration of the subject by the committee in its preparation and is worthy of much commendation.

Treasurer John W. Lowe presented his report, as follows:

REPORT OF THE TREASURER.

By JOHN W. LOWE.

RECEIPTS, 1898.

Amount contributed at St. Louis.....	\$182.75
Oct. 20—The "National Druggist".....	10.00
" 27—Bruno Batt, Chicago.....	2.00
" Milwaukee Pharm. Association.....	26.00
" 31—Louisville Association.....	50.00



ARTHUR TIMBERLAKE,

Indianapolis, Ind., Member Executive Committee, N. A. R. D.

Nov. 2—Rockford, Ill., Association.....	10.00
" 4—La Porte Co., Ind., Association.....	10.00
" Freeport, Ill., Association.....	10.00
" 7—Chicago Apothecary Society.....	25.00
" Western Penn. Association.....	50.00
" German Apoth. Ass'n, N. Y.....	50.00
" Mahaska, Ia., Co. Association.....	10.00
" 10—Lafayette, Ind., Association.....	20.00
" St. Louis Apoth. Association.....	25.00
" Marion Co. (Indianapolis) Ass'n.....	25.00
" 15—Minneapolis Association.....	25.00
" "Druggists' Circular".....	30.00
" 17—Maryland State Association.....	25.00
" 19—Columbus Drug Association.....	50.00
" Baltimore Association.....	50.00
" 21—Vermillion Co. Association.....	10.00
" 23—Louisville Association, dues.....	38.25
" Louisville Association, contrib'n.....	18.75
" Scranton Association.....	10.00
" 29—Illinois Association.....	50.00
" 30—Erie Co., N. Y., Association.....	25.00
" St. Paul Association, dues.....	12.00
" St. Paul Association, contrib'n.....	15.00
Dec. 3—C. A. Bell, Bedford, Ky., dues.....	25
" M. M. Murphy, Delphi, Ind., dues.....	25
" 5—Cleveland Association.....	50.00
" 8—Maine Association, dues.....	25.00
" 12—Michigan Association, dues.....	57.25
" Waterbury, Ct., Ass'n, dues.....	6.25
" 13—L. P. Fluke, Farmington, Minn., dues.....	1.00
" Borough of Richmond, N. Y., Association, dues.....	4.50

Dec. 13—Borough of Richmond, N. Y., Association, contribution.....	13.50
" Dayton, O., Association, dues.....	15.25
" Dayton, O., Ass'n, contribution.....	15.25
" 15—Missouri Association.....	25.00
" Madison, Wis., Ass'n, dues.....	3.00
" 21—Jas. C. Koehl and Andrew Darrah, Newhall, Mo., dues.....	50
" W. F. Lytle, Dell Roy, O., dues.....	25
" 22—Dr. L. H. Smith, Hazelton, Pa., dues.....	25
" 27—N. Y. German Apoth Soc., dues.....	65.25
" Cin. Academy of Phar., Ohio.....	25.00

1899.

Jan. 5—Davenport, Ia., Ass'n, dues.....	4.50
" Davenport, Ia., Ass'n, contrib'n.....	50
" H. J. Baumann, Dundee, Ill., dues.....	25
" H. J. Baumann, Dundee, Ill., contribution.....	4.75
" 7—Philadelphia Association.....	25.00
" 9—St. Joseph Co., Ind., Ass'n.....	10.00
" Hartford, Ct., Ass'n, dues.....	9.75
" Hartford, Ct., Ass'n, contrib'n.....	25.00
" 12—L. Petero, Carlton, Minn., dues.....	25
" L. Petero, Carlton, Minn., cont.....	75
" 13—Freeport, Ill., Association, dues.....	2.50
" Lima, O., Association, dues.....	3.25
" 16—Kansas City, Mo., Ass'n, dues.....	6.25
" Kansas City, Mo., Ass'n, cont.....	15.00
" 17—Wm. Howe, Hamilton, O.....	5.00
" 18—Jersey City Association, dues.....	12.75
" Jersey City Association, cont.....	15.00
" Chicago Retail Ass'n, dues.....	25.00
" 21—N.W.D. Retail Ass'n, Toledo, N. W., dues.....	24.90
" New Britain, Ct., Ass'n, dues.....	2.50
" New Britain, Ct., Ass'n, cont.....	2.50
" 29—Duluth, Minn., Ass'n, dues.....	8.00
" Duluth, Minn., Ass'n, contrib'n.....	11.50
" Kentucky Association, contrib'n.....	25.00
" Chaunte, Kan., Ass'n, dues.....	1.75
Feb. 2—Floyd Co., Ind. (New Albany), Association, dues.....	5.75
" Floyd Co., Ind. (New Albany), Association, contribution.....	12.75
" 4—Wisconsin Association, contrib'n.....	8.75
" 7—Rhode Island Ass'n, dues.....	21.50
" 10—Chicago Apoth. Society, dues.....	10.00
" Salt Lake City Ass'n, dues.....	5.25
" 14—Allegheny Co. (Pittsburg) Association, dues.....	50.00
" Illinois Association.....	75.00
" 20—Labetti Co., Kan., Ass'n, dues.....	2.75
" Labetti Co., Kan., Ass'n, cont.....	7.50
" 25—Thumb, Mich., Ass'n, dues.....	7.50
" Wisconsin Association, dues.....	9.50
" Houston, Tex., Ass'n, dues.....	11.00
" Neosko Valley, Chaunte, Kan., Association, dues.....	2.00
" Syracuse Association, dues.....	15.00
Mich. 6—Waverly Retail Ass'n, dues.....	2.75
" A. E. Topping, Kansas, cont.....	2.00
" 10—Chicago Retail Ass'n, dues.....	50.00
" W. B. Donaldson, Pierce, Neb., contribution.....	1.00
" 14—Louisville Retail Ass'n, cont.....	25.00
" 17—Indiana Association.....	75.00
" Burlington Co., N. J., Association, dues.....	4.00
" Wisconsin Ass'n, contribution.....	5.25
" 18—Lowell, Mass., Ass'n, contrib'n.....	10.00
" Hamilton, O., Ass'n, dues.....	2.50
" Hamilton, O., Ass'n, contrib'n.....	1.00
" 19—Delaware Co., Manchester, Ia., Association, dues.....	3.00
" 25—Rockford, Ill., Ass'n, dues.....	4.00
" San Diego, Cal., Retail Association, dues.....	4.00
" San Diego, Cal., Retail Association, contribution.....	1.00
Apr. 5—Winona, Minn., Ass'n, dues.....	3.00
" 6—Wheeling, W. Va., Ass'n, dues.....	10.00
" Mahoning Val., O., Ass'n, dues.....	4.75
" Mahoning Val., O., Ass'n, cont.....	4.75
" Jacksonville, Fla., Retail Association, dues.....	5.00
" Jacksonville, Fla., Retail Association, contribution.....	10.00
" 15—Schuylkill Co., Ashland, Pa., Association, dues.....	8.75
" Amsterdam, N. Y., Retail Association, dues.....	2.50
" Danville, Va., Retail Ass'n, dues.....	3.00
" North Dakota Association, dues.....	25.00
" Wichita, Kan., Club, dues.....	5.00
" Wichita, Kan., Club, contrib'n.....	5.00
" San Joaquin Co., Cal., dues.....	3.00
" San Joaquin Co., Cal., contrib'n.....	6.00
" 22—Schenectady, N. Y., Retail Association, dues.....	3.75
" 27—San Antonio, Tex., Ass'n, dues.....	6.00
" 28—Topeka, Kan., Retail Ass'n, dues.....	8.50
" Topeka, Kan., Retail Ass'n, cont.....	3.00
May 2—Alabama Association, dues.....	47.25
" 6—Philadelphia Retail Ass'n, dues.....	50.00
" 8—Manhattan, N. Y., Retail Association, contribution.....	100.00
" Ashland Ass'n, Lex., Ky., dues.....	2.00
" 13—Leavenworth, Kan., Retail Association, dues.....	3.50
" Leavenworth, Kan., Retail Association, contribution.....	8.50
" Chaunte, Kan., Retail Association, dues.....	25

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Pocket Size. This cut shows the Pad removed from Cover, also shows the attachment, which is strong and simple to adjust.



This is a handy size for office use. Always before the doctor.

This cut shows our Desk Blank and Cover, with same patent attachment, sterling silver corners, made in several styles—Morocco, Monkey and genuine Seal. Your physician will appreciate a Desk pad as they are always before him ready for use.

The size of this Desk Cover is 6×7 and blanks to fit are $4\frac{1}{2} \times 6$.

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Prescription Blanks in every style and size to order.

Prescription Checks—an article which no druggist should be without; they are handsomely printed in three colors, numbered in triplicate and bound in books of 250 Checks each, thereby making them convenient to use.

Before ordering your fall stock of Prescription Blanks, write us to send you samples of our new Patented Pad and cover; it is entirely new and can be secured only from us. It has met with great favor among the physicians who have used it and for the short time it has been on the market the sales have eclipsed even our highest expectations. We have many styles and sizes and we feel that if you will give us a sample order you will have better results than from anything of this nature you have ever used.

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AND HAVE
A Clear Profit of \$21.60 Besides

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Beats Them All

YOU GET ONE GROSS OF SALVE FOR NOTHING

This is how we do it

Send us an order (naming the jobber through whom you wish the goods sent) for one gross A-Corn Salve at \$10.20, and we will send you by prepaid freight, the following:

1 5-lb. bottle Elma Fruit Tablets (one or assorted flavors)	FREE
1 box Elma Chop Sticks (400 sticks, assorted flavors and colors)	FREE
4 doz. A-Corn Salve (1 doz. in a box)	FREE
Elma Tablets retail at 10c. per ¼ lb.	amounting to \$ 2.00
Elma Chop Sticks retail 4 for 1c.	" " 1.00
A-Corn Salve retails at 15c. per box	" " 7.20
	Making a total of \$ 10.20

or just the amount you pay for the Salve, thus virtually giving you one gross of A-Corn Salve for nothing. The gross of Salve nets you at retail, \$21.60, which is your profit in the transaction. How is that for profit?

A-Corn Salve is the best advertised corn remedy on the market to-day, and sells everywhere. You will make no mistake in accepting this offer—in fact, you will make a mistake if you do not accept it. How can you make \$21.60 easier?

The Elma Confections are first class goods, made by a reputable house, and sell readily. There isn't a druggist in the country who cannot sell one gross of A-Corn Salve in less than three months (some druggists sell that much every month) especially if they make a little effort to do so. Will it not pay to make an effort to sell A-Corn Salve on this basis? We *know* it will; and we believe you will think so. This offer will be withdrawn after January 1st, 1900, but many will want to duplicate their order before that time.

FILL OUT THE FOLLOWING BLANK, CUT IT OUT AND MAIL TO US, AND WE WILL DO THE REST.

The Giant Chemical Co., Philadelphia.

.....will accept your new offer on A-Corn Salve, and you may send.....through

1 gross A-Corn Salve on stands, 4 dozen gratis in boxes. 5 lbs. Elma Fruit Tablets, and 1 box of Chop Sticks, for which.....agree to pay \$10 20.

PASTE LABEL HERE.

FLAVORS OF FRUIT TABLETS

CHECK NAME OF FLAVOR DESIRED.

Lime Fruit
Peppermint
Licorice
Vanilla

Lemon
Peach
Pineapple
Sarsaparilla

Blood Orange
Wintergreen
Raspberry
Ginger

Wild Cherry
Flaxseed
Acid Phosphate
Cough


Chocolate
Strawberry
Apricot
Assorted

Kindly mention this Journal when writing to Advertisers.

AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD.

WEINHAGEN'S Clinical Thermometers.

Embody every improvement up to date. We guarantee sensitiveness, ABSOLUTE RELIABILITY, self-registering index, magnified mercurial column, and that age will not change their readings.

Thermometers bearing our name and trade  mark are insured for one year against everything except total breakage or fracture of the walls of the tube through shock.

H. WEINHAGEN, 22-24 No. William St., New York

THE HOUSEHOLD MAGNIFYING THERMOMETER.

Made especially for Hospital and Family Use. Reliable and Accurate.



Where price is a consideration rather than sensitiveness, we recommend this as a superior Thermometer.

Price in Hard Rubber or Nickel Plate Case, with Chain and Pin.....	\$6.00 per doz.
In Nickel Plated Case, without Chain.....	5.50 "
In Cases B or C.....	8.00 "

WEINHAGEN'S REGULAR 301 A MAGNIFYING THERMOMETER.

Our Name and Trade  Mark are Engraved on these and all Higher Grades.



A high grade and strictly accurate Thermometer, carefully selected and retested after being finished; equal in quality to the highest priced thermometers on the market.

In Nickel Plated Case.....	\$6.50 per doz.
" " " with Chain and Pin or Hard Rubber Case.....	7.00 "
In Cases B and C.....	9.50 "
In Case D.....	18.00 "
In Cases E, F or G.....	24.00 "
In Cases of Pearl.....	27.00 "

WEINHAGEN'S "NORMAL INDEX" MAGNIFYING THERMOMETERS, With Special Quick Reading Scale.

Selected for its clear mercurial column, open scale readings, sensitiveness, and absolute reliability.



In Hard Rubber Case, or Nickel Plated Case with Chain and Pin.....	\$8.00 per doz.
In Cases B or C.....	10.50 "
In Case D.....	20.00 "
In Cases E, F or G.....	27.00 "
In Cases of Pearl.....	30.00 "

WEINHAGEN'S MAGNIFYING ONE MINUTE THERMOMETER.



Most sensitive and quick registering. Will take the temperature of the body in one minute.

In Hard Rubber Case, or Nickel Plated Case, with Chain and Pin.....	\$10.00 per doz.
In Cases B and C.....	12.50 "
In Case D.....	21.00 "
In Cases E, F or G.....	30.00 "
In Cases of Pearl.....	33.00 "

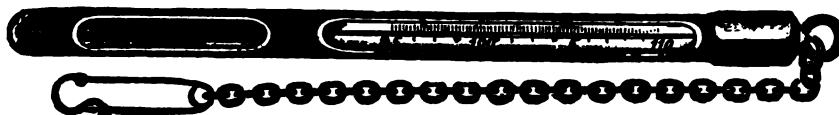
AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD.

WEINHAGEN'S "BLACK BACK" MAGNIFYING THERMOMETERS.



Patented Jan 20 1885, are the ONLY Clinical Thermometers adapted to darkened rooms. Price \$2.00 per dozen more than our One Minute Thermometers.

WEINHAGEN'S VETERINARY THERMOMETER.



IN SAFETY CASE.

5-inch Magnifying Thermometer.....	\$12.00 per doz.
6-inch ".....	15.00 "

IN HARD RUBBER OR NICKEL PLATED CASE.

5-inch Magnifying Thermometer.....	\$8.00 per doz.
6-inch ".....	11.00 "

We make non-magnifying Thermometers only when ordered.

Certificates showing the positive variations of our Thermometers from Normal Standards, Scientifically Correct, will be furnished at a Net Price of \$1.00 per dozen.

FANCY CASES WITH CHAINS.



HEAVY GOLD PLATED CASE.

B



GOLD PLATED AND ENAMELED CASE.

C



SOLID SILVER ENDS AND CHAIN, ENAMELED CASE.

D



CHASED STERLING SILVER CASE.

E



STERLING SILVER CASE, ROPE PATTERN.

F



PEARL CASE, ROLLED GOLD PLATED ENDS. CHAIN & PIN.

O

MR. H. WEINHAGEN.

DEAR SIR:—During my connection with the Observatory of Yale College, between thirty and forty thousand Thermometers of all classes underwent a critical examination at my hands. I thereby formed the opinion that the workmanship upon your Thermometers was fully equal to that of any in the market.

Very respectfully,

ORRAY T. SHERMAN.

BALTIMORE, MD

HYPODERMIC SYRINGES.

GUARANTEED HIGHEST QUALITY.

Syringes Nos. 0, 1, 1A Six Vial. 2 and 17 may be had with Expanding Piston or Solid Metal Piston. The Hypodermic Needles, for Metal Cases, are held in the case by a reversed screw thread.

No. 0. Nickel Plated Case, Snap Cover, all complete, with four vials for tablets. Has all improvements. Each case in felt bag.
Per doz..... **\$18.00**

No. 1. Aluminum Case, Snap Cover; otherwise like No. 0. Each case in felt bag. Per doz..... **\$19.00**

No. A. Aluminum case, Snap Cover, 6 vials. Each case in felt bag. The needles for this Syringe are furnished with the extra large head if not otherwise ordered. Per doz..... **\$22.00**

No. 2. Same Syringe and vials as Nos. 0 and 1, in folding leather pocket case. Very convenient and neat. Per doz..... **\$14.00**

No. 5. Veterinary, holding 90 Minims, with two large needles and extra barrel. Per doz., in leather case..... **\$20.00**

No. 12. Antitoxine Syringe, 5 C. C. Price, per doz..... **\$18.00**

No. 13. Antitoxine Syringe, 12 C. C. Price, per doz..... **\$24.00**

No. 7. Antitoxine Syringe, 20 C. C. Price, per doz... **\$36.00**

Nos. 7, 12 and 13 are furnished with two large needles, expanding rubber plunger, and are packed in leather case.



No. 1.



No. 2.



No. 8.

No. 8. Ordinary Syringe with finger rests, as shown. Price, per doz., in leather case..... **\$10.00**

No. 9. 30 m. m., Dental Syringe, extra heavy metal finger rests, leather case, reinforced needles, detachable piston and extra barrel with packing. Price, per doz..... **\$18.00**

No. 9 A. All metal Dental Syringe, with solid piston, of heavy nickel-plated brass and broad, strong finger rests, reinforced needles, in leather case. An ideal syringe for dental work. Price, per doz..... **\$18.00**



No. 17.

No. 10. 120 m. m., Hypodermic Aspirating or Veterinary Syringe, with patent detachable piston, way stopcock, 1 fine hypodermic needle, 1 veterinary needle, 1 aspirating needle, 1 trocar. Price, per doz..... **\$24.00**

No. 17. Tan Leather Case has the corners rounded, with same syringe and vials as in case No. 1. Price, per doz... **\$14.00**

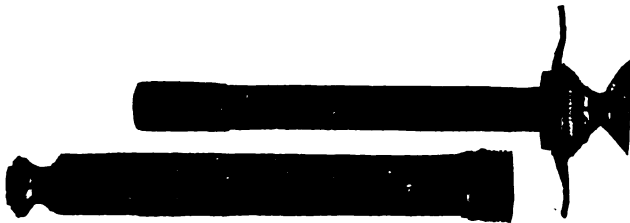


No. 10.

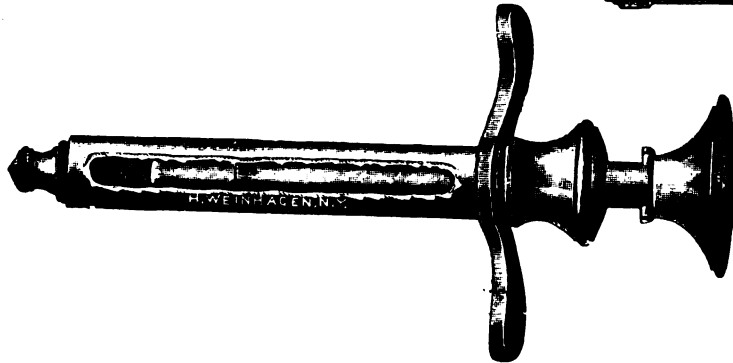
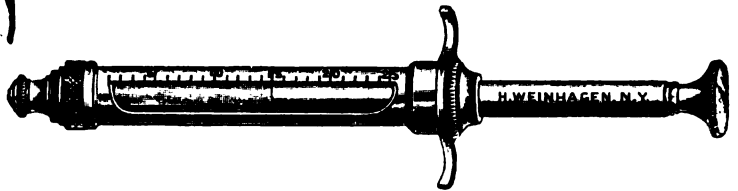
AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD.

ASEPTIC SYRINGE No. 1.

This syringe has no washers or packing of any kind.

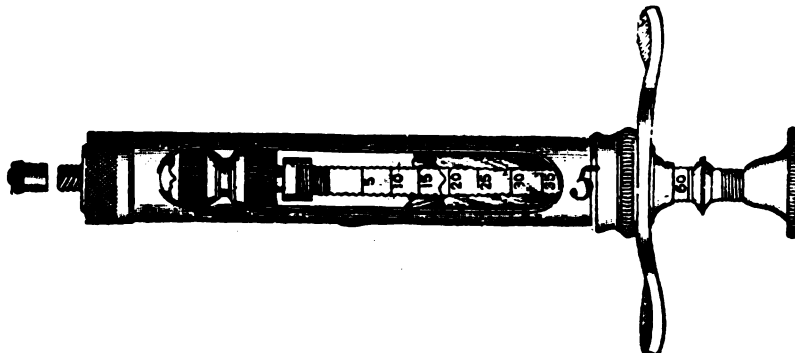
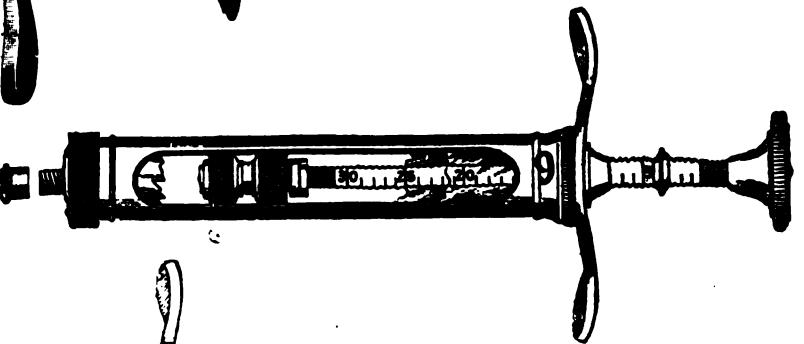


SOLID PISTON SYRINGE No. 2.



DENTAL, same as in case No. 9A.

DENTAL, same as in case No. 9.



VETERINARY SYRINGE.



Syringes Nos. 5, 9 and 10 are provided with glass barrels and packings, as shown above, which can be inserted by anyone without tools, thus obviating the necessity of sending syringes for repair. It is only necessary to keep on hand a supply of the barrels.



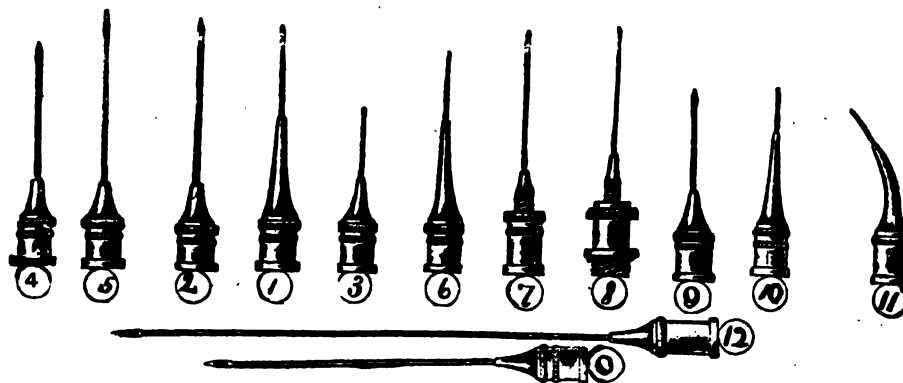
No. 12.

No. 13.



AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD.

BEST DRAWN STEEL HYPODERMIC SYRINGE NEEDLES, UNIVERSAL THREAD, ONE DOZEN IN A TURNED WOOD BOX, EACH NEEDLE IN A SEPARATE HOLE.



Nos. 2, 3, 4, 5 and 9.....	Per doz., \$.80	Per gross, \$7.50
Extra Large, No. 0.....	" 1.50	" 12.00
Reinforced, Nos. 1, 6 and 10.....	" 1.00	" 10.00
Gold, (14 karat points).....	" 6.00	" 60.00
Platinum.....	" 6.00	" 60.00
To screw in metal cases, No. 7.....	" .90	" 8.00
With extra large head, similar to P. D. Needle, No. 8.....	" 1.50	" 15.00
Dental Curved, No. 11.....	" 1.50	" 15.00
Aspirating, No. 12.....	" 2.50	" 30.00

Complete with packing.

25 M.M., per doz.....	\$1.50
30 " ".....	2.00
60 " ".....	2.50
70 " ".....	3.00

GLASS BARRELS.



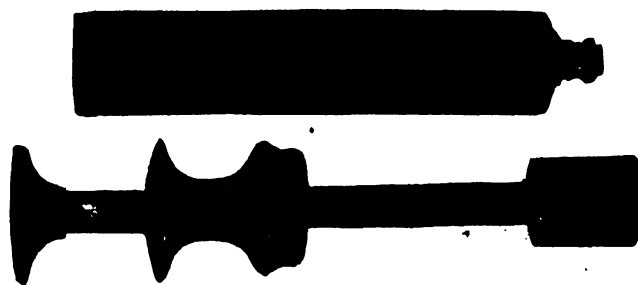
Without packing.

25 M.M., per doz.....	\$.75
30 " ".....	.75
60 " ".....	1.25
70 " ".....	1.50

OUR LATEST ALL METAL 5 C.C. ANTITOXINE SYRINGE.

PERFECT STERILIZATION ASSURED.

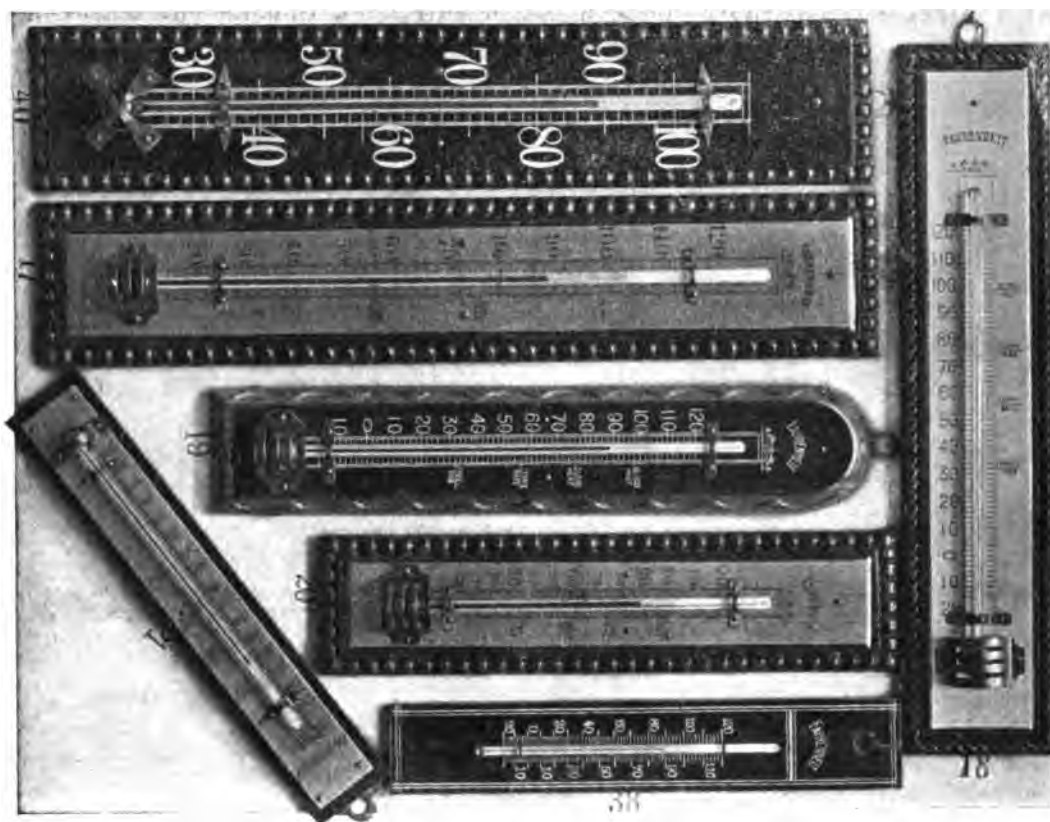
No WASHERS or PACKING of any kind. SUCTION PERFECT. Nothing to equal this Syringe has ever been made.



In Nickel Plated Aseptic Case, with two best steel needles.....\$30.00 per doz.

PRICES OF SYRINGES WITHOUT CASES OR NEEDLES.

Ordinary, as in No. 8 Case.....	\$5.00 per doz
Aseptic, No. 1.....	9.00
Solid Piston, No. 2.....	6.00 "
25 M.M's., Patent Piston, No. 3.....	6.00 "
30 " No. 9.....	8.00 "
25 " " 9A.....	9.00 "
60 " " 5.....	10.00 "
120 " " 10.....	20.00 "
5 C.C. All Metal Aseptic.....	18.00 "
5 " No. 12.....	12.00 "
12 " " 13.....	13.50 "



THERMOMETERS WITH LENS FRONT MAGNIFYING TUBES.

L. 673	8 inch	Satin finish, yellow	.....	\$3.50 per doz.
L. 356	10	" " " "	.....	4.25 "
L. 673	8	" " " " Fahrenheit and Centigrade	.....	3.00 "
L. 356	10	" " " " " " "	.....	3.75 "
L. 356	10	" " " black	.....	3.00 "
L. 915	8	Oak, Ivorine Scale	.....	5.00 "
L. 915	8	Black, " "	.....	6.00 "
G. 747	8	Red, White or Blue Scale	.....	2.00 "
	8	Plate Glass, Window Thermometer	.....	10.00 "
	10	" " " " " "	.....	12.00 "
	12	" " " " " "	.....	15.00 "
	20	Porcelain Scale, Oak Back	.....	48.00 "
	20	" " " Satinwood Back	.....	48.00 "
No. 17.		Silver or black, brass scale, 13 inch	.....	12.00 "
" *18.	"	" " " " 11 "	.....	10.00 "
" *19.	"	" " " " 10 "	.....	9.00 "
" 20.	"	" " " " 9 "	.....	8.00 "
" *21.		Celluloid " 8 "	.....	4.00 "
" 38.		Black Painted " 8 "	.....	1.00 "
" 40.		Celluloid, " 13 "	.....	15.00 "

*Mercury tubes, others are *red spirit* tubes. All are magnifying lens front tubes.

We are always getting up new styles of House Thermometers, and we suggest that our friends state the price they wish to pay, and let us send our latest goods.

LIQUOR TESTS.

THE INTERNAL REVENUE SET.

SET OF TESTING INSTRUMENTS.

Consisting of five (5) Stems or hydrometers, graduated as follows:—No. 1, from 0 to 100; No. 2, from 80 to 120; No. 3, from 100 to 140; No. 4, from 130 to 170; No. 5, from 160 to 200. (This covers the entire range for Spirituous Liquors.) One Copper Can with Ivory Scale Thermometer, all put up in a Chamois lined Black Walnut Box. Price.....\$15.00 each.

PRICE OF SEPARATE PARTS.

Stems (Hydrometers).....	\$2.50 each.
Copper Cup, or Can.....	3.00 "
Ivory Scale Thermometer.....	3.00 "
Black Walnut Box, lined.....	5.00 "



THE UNITED STATES STANDARD SET.

Set No. 2. Consists of three (3) Stems or Hydrometers, graduated as follows:—No. 1, 0 to 100; No. 2, 90 to 160; No. 3, 150 to 200. (This also covers the entire range for Spirituous Liquors.) One Copper Can with Ivory Scale Thermometer.

Price complete, in polished Black-walnut Box, nicely lined.....\$12.00 each.

PRICE OF SEPARATE PARTS.

Stems (Hydrometers).....	\$2.50 each.
Copper Can.....	3.00 "
Ivory Scale Thermometer.....	3.00 "
Walnut Box, lined.....	4.00 "

These Instruments are precisely like those used by the U. S. Internal Revenue Agents, and are Absolutely Correct.

THE RETAIL DEALERS' SET.

Consists of Copper Can with Brass Correction Scale and one Hydrometer, or Stem, graduated from 70 to 120. Price, complete in Paper Box.....\$3.50 each.

DEAR SIRs:

If you require accurate Hydrometers or Thermometers for laboratory or factory we ask you to oblige us with a description or sketch, and let us quote you.

We make instruments for nearly all the large corporations, to whom we refer for positive accuracy of our goods.

A trial may demonstrate some advantage for placing orders with us.

H. WEINHAGEN.



NONPAREIL CAUTERY.

Handsome, Simple, Powerful. Easy to Operate.

LOW IN PRICE.

Has Interrupting Handle, Electric Lamp, Cautery Knife, Point and Curette.

Price, complete, in polished mahogany box, \$16.00 each.

These Batteries are adapted for surgical and dental operations and experimental work, in which a strong galvanic current is required.

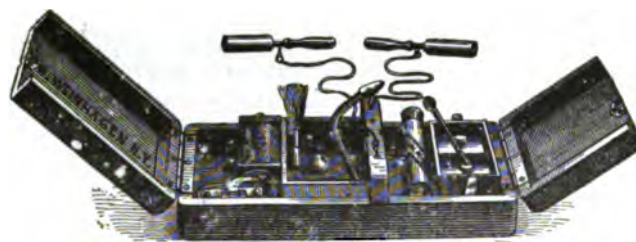


The Cobb Dry Cell Faradic Battery.

Size, Outside, $4\frac{1}{4} \times 8\frac{1}{4} \times 4\frac{1}{4}$ inches.

Price, \$5.00 each.

Three currents. Finished in polished cherry or oak. All metal parts finely nickel plated. Will run 100 hours without renewing.



No. 3. Price \$5.00 each.

Three-Current Pocket Battery.

A superior Two-Cell Machine. Handsomely mounted in a double-lid case, as above illustrated, and fitted with extra electrodes.

If you can get the **BEST** goods at the price of inferior, why handle the poor quality? It is poor policy to handle cheap goods, simply because they are cheap. Get an article with a **GOOD REPUTATION**; it is easily sold, and you don't have to apologize for selling it.

The quality of our goods is conceded to be the very highest. We challenge comparison with **THE BEST OF GOODS OF OTHER MANUFACTURERS**, and request a critical examination of goods and prices. Let us quote you on a stated quantity.

H. WEINHAGEN,

22-24 North William Street, New York.

Established, 1855.

THE W-A { WAUGH ABBOTT

INTESTINAL ANTISEPTIC

The regularity with which six or seven thousand physicians in the U. S. and Canada are prescribing the W-A Intestinal Antiseptic evidences the need of this preparation in their practice. These physicians always specify "Intestinal Antiseptic W-A" when an antiseptic for the alimentary canal is indicated and this indication occurs very frequently, i. e. in dyspepsia, diarrhea, dysentery, cholera morbus, flatulence, sour stomach from fermentation, etc., etc.

The W-A Intestinal Antiseptic is making friends rapidly and is being energetically brought to the attention of the entire American profession. If it is not prescribed by any of your physicians it should be—probably will be shortly.

After a trial physicians have a habit of permanently adopting the W-A Intestinal Antiseptic; and when a druggist is once supplied, and the physicians in that locality know about it, a ready, steady demand is inaugurated.

The W-A Intestinal Antiseptic is marketed both in tablet form and in powder. Trade prices:—100 tablets, 35 cents; 500, \$1.40; 1000, \$2.75. Powder, 4-ounce cans, 75 cents. Order from any important jobber or direct. Goods sent prepaid from Laboratory when cash accompanies order. Complete price-list, literature and samples furnished any druggist interested.

THE ABBOTT ALKALOIDAL CO.

Ravenswood Station, CHICAGO.

Our Line of Alkaloidal Granules.

Many druggists would perhaps like to know about our line of active-principle drugs which some 10,000 physicians are prescribing regularly with uniform, certain results, and might find it to their advantage to put in a line of these goods. This course would be sure to please a large portion of your professional patronage. Detailed information on request.

ABBOTT'S SALINE LAXATIVE

Doctors know that an open condition of the bowels—clear and clean—is the basal principle in therapeutics. The old M. D. in the story knew his business. He left his son, just graduated, his professional advice acquired during a life's practice. Every page of the large volume was blank except the center one, on which was written "Keep the bowels open."

Abbott's Saline Laxative is just the thing for every-day practice. This fact is being recognized more widely by physicians all the while and the output of this product is rapidly increasing.

Abbott's Saline Laxative is the best of all Laxatives—it is pleasant to take, promptly effervescent, perfectly soluble and always certain. It never gripes, it never nauseates, it never irritates, does not weaken the patient or "wear out." It takes the place of nauseating mineral water, old-fashioned, disagreeable purgatives and griping, uncertain cathartics.

Druggists will find Abbott's Saline Laxative a ready seller. It is put up in screw-top cans, to retail at 50 cents. Trade price, \$4.00 per dozen. Samples sent on request. Order from any important jobber or direct. Goods sent prepaid from Laboratory when cash accompanies order.

THE ABBOTT ALKALOIDAL CO.

Ravenswood Station, CHICAGO.

Some Other Specialties.

Among the other specialties popular with the profession, to whom we cater exclusively, are :—The W-A Intestinal Antiseptic; the W-A Vaginal Antiseptic; W-A Hemorrhoidal Astringent; the W-A Dermal Antiseptic; Aulde's Nuclein; Buckley's Uterine Tonic; Buckley's Menthol Compound; etc., etc. Reference is made to a few of our numerous specialties, as many druggists deem it advisable to carry a complete line. All druggists could stock up with our products to the enhancement of their professional patronage. Full information and a complete price list sent on request.

Bovox Offer



WITH your first order for a 5-pt. bottle or a 1-gal. jug of Bovox, you will receive Free three white metal, nickel plated mineral glass holders, and six thin, porcelain cups with blue decorations (like cut) made especially for us in Japan.

This is by far the best offer we have ever made. The mineral holders not only answer for these cups, but are valuable to you as mineral glass holders as well, and having a spring, can be adjusted to various sized glasses. The number

of these offers is limited; we would advise placing the order as early as possible to be certain of receiving them. The price of Bovox is \$4.50 per 5-pt. bottle, or \$6.75 for a 1-gal. jug; \$6.40 per gallon, 3-gal. jug; \$6.00 per gallon, 5-gal. jug. This allows the best profit of any beef that can be served at the fountain. Bovox has been on the market ten years, and during this time has given perfect satisfaction to the druggists and their customers. Beside the offer of cups and holders, there is a coupon attached to every five-pint bottle or gallon jug which entitles the buyer to 200 Beef, Iron and Wine Labels. You have only to tear the coupon off, pin on the address you wish printed and mail direct to us; we will do the rest. We also send a number of fancy signs for counter and window display with each order. Bovox is very highly recommended, and has been used largely for making Beef, Iron and Wine, so that if five pints cannot be all used at the soda fountain, it can be easily disposed of in the manufacture of Beef, Iron and Wine in the spring.

BOVOX is on sale at all wholesale druggists', who will be pleased to fill your order for Bovox and Offer, if you will be kind enough to give it to your friend the traveling man. Yours truly,

THE BOVOX CO., Salem, Mass.

A Good Investment

❁❁ AMERICAN BRAND ❁❁

❁❁ EXTRACT OF BEEF ❁❁

AN Extract of Beef for \$2.00 per dozen would seem to be a pretty good investment, particularly when it can be sold at 35 cents per jar, and is what most of the retail druggists get for American Brand. Surely at that price it pays to put in a little work and take an exceedingly good profit. American Brand Extract has been on the market for over five years, the sales almost doubling every year. If you could use three dozen on one order, your wholesaler will allow you 5 per cent. discount on the same. Or if you really feel like doing business profitably, and can use six dozen, your wholesaler will allow you 10 per cent. This last price would net the extract to you at \$1.80 per dozen. We do not think that you could blame us for calling American Brand in a six dozen quantity a good investment and we are sure you will think so when you find that your customer is just as well pleased as you are. The American Brand is carried in stock by all the wholesalers, who will be very glad to fill your orders at the above figures. Your interest is solicited.

Yours truly,

THE BOVOX CO.,

SALEM, MASS.

WE solicit correspondence from manufacturers or others who use Extract Beef in large quantities. ❁❁❁

May 16—St. Paul, Minn., Retail Association, dues	50
" 17—Akron, O., Ass'n, contribution	10.00
" 27—Leo Eliel, So. Bend, Ind., cont. Chicago Retail Ass'n, dues....	25.00
Detroit and Wayne Counties, Mich., dues	18.75
" 28—Wisconsin Ass'n, contrib'n....	2.25
Arkansas City, Kan., Retail Association, dues	1.75
" 31—Monroe Co., Ind., Ass'n, dues. Minneapolis, Minn., Retail Association, dues	1.50
Lowell, Mass., Ass'n, contrib'n	25
Oklahoma Association, dues....	10.00
St. Joseph Co., Ind., Ass'n, dues	7.75
June 7—Peoria, Ill., Retail Ass'n, dues	6.50
" 12—Missouri Association, dues....	9.25
	73.50



CHAS. A. RAPELYE,

of Hartford, Conn., Member of the Committee on Transportation, N. A. R. D.

June 13—Connecticut Association, dues..	70.75
Danbury, Ct., Ass'n, dues.....	3.75
Danbury, Ct., Ass'n, contrib'n	7.50
" 14—Illinois State Ass'n, contrib'n....	150.00
" 15—Texas State Ass'n, dues.....	59.00
W. J. Willke, Boerne, Tex., cont	1.00
" 23—Nashua, N. H., Retail Association, dues	2.00
July 8—Norfolk, Va., Ass'n, dues.....	6.75
" 12—Aurora, Ill., Retail Ass'n, dues	3.00
Aurora, Ill., Retail Ass'n, cont. Cincin., O., Acad. Phar., dues	8.25
" 16—Portsmouth, Va., Ass'n, dues....	20.00
" 20—Rhode Island Ass'n, dues.....	4.50
" 22—Penn. Association, contrib'n....	13.00
" 24—No. Carolina Phar. Ass'n, dues	60.00
Aug. 10—Linn County, La Cygne, Kan., Association, dues	31.50
Linn County, La Cygne, Kan., Association, contribution	1.75
" 15—Amsterdam, N. Y., Ass'n, dues	1.75
Atchison, Kan., Retail Association, dues	50
" 20—Cumberland, Md., Ass'n, dues....	2.50
" 23—Tennessee Association, dues....	2.00
" 28—N. Y. State Ass'n, dues.....	19.50
" 29—Michigan State Ass'n, dues....	85.15
Wisconsin State Ass'n, cont....	17.75
Sept. 4—Phila. Retail Ass'n, dues.....	65.25
9—Tompkins County, N. Y., Association, dues	51.00
" 14—Scranton, Pa., Ass'n, dues.....	2.75
Kings Co., N. Y., Soc., dues....	7.00
" 15—Maryland Ass'n, contribution	20.00
N. Y. State Association, dues....	27.00
Kalamazoo, Mich., Retail Association, dues	44.35
Jackson, Mich., Retail Association, dues	3.25
" 19—Westchester County, N. Y., Association, dues	4.25
Nebraska State Ass'n, dues.....	10.00
So. Dakota Association, dues....	81.25
Nashville, Tenn., Retail Association, dues	50.00
San Diego, Cal., Retail Association, contribution	11.25
" 21—Burlington County, N. J., Association, dues	5.00
Evansville, Ind., Retail Association, dues	1.25
Oct. 2—St. Louis Association.....	25.00
Hancock Co., Ind., Retail Association, dues	10.00
Hancock Co., Ind., Retail Association, contribution	5.00
	5.00

Oct. 2—Erie Co., N. Y., Retail Association, assessment	25.00
Adams Co., Ill., Retail Association, contribution	25.00
Jennings Co., Ind., Retail Association, dues	2.75
Jennings Co., Ind., Retail Association, contribution	5.00
Erie, Pa., Retail Ass'n, dues....	6.75
Springfield, O., Retail Association, dues	4.25
Detroit and Wayne Co. Retail Association, dues	2.00
Philadelphia Retail Ass'n, dues	2.75
Jackson, Tenn., Retail Association, dues	1.50
Jackson, Tenn., Retail Association, contribution	1.50
Minnesota State Ass'n, cont....	150.00
Virginia Association, dues.....	38.75
So. Carolina Association, dues	31.25
German Apoth., N.Y. City, cont	10.00
Chicago Apoth. Soc., contrib'n	65.00
Baltimore Retail Ass'n, dues....	25.00
Sharp & Dohme, Baltimore, contribution	27.00
Muth Bros. & Co., Baltimore, contribution	100.00
Parke, Davis & Co., contrib'n	50.00
Farrand, Williams & Clark, Detroit, contribution	250.00
Hazeltine, Perkins Co., cont....	25.00
Kansas State Ass'n, contrib'n....	25.00
Toledo, O., Retail Ass'n, cont. Wisconsin Association, dues....	100.00
Bartholomew Co., Ind., Association, dues	30.00
St. Louis Apoth. Soc., cont....	85.00
Michigan State Ass'n, cont....	2.75
Wms., Davis, Brooks & Hinchman Sons, Detroit, Mich.....	250.00
	25.00

Total receipts\$4,449.15

The itemized account of expenditures was also given, showing that the amounts paid for printing, stationery, clerical assistance, expenses of delegates attending meetings of the Proprietary Association made a sum total of \$3,904.98, leaving a balance on hand of \$544.17.

President Hynson invited discussion of the report.

J. H. Allen, of St. Louis—The \$250 which appears to the credit of the St. Louis Apothecaries' Association was really received from the Western Jobbers' Association, and came that way, but as it was necessary for it to come through some State association, Missouri was selected. There is another correction to be made. As far as the amount received from St. Louis is concerned, one of these contributions of \$25, placed to the credit of the St. Louis Apothecaries' Association, was received from the Jacob S. Merrill Drug Company.

F. E. Holliday, of Topeka—In this connection I would like to make an explanation regarding that contribution of \$250 made by the Western Jobbers' Association. This occurred at a meeting called by that Association in St. Louis, at which Mr. Jones, Mr. Allen and myself were present. We had not money enough at that time to pay for the paper on which our proceedings were printed. Mr. Dyche and Mr. Wooten gave a note to cover the expense, and the note was about to come due at the time we were in St. Louis. On my casually mentioning this to two members of the Western Jobbers Association, they said they had plenty of money, and if we would accept it they would be glad to give us the amount stated. We found that the temper of the Association was such that we were never willing to report it. We were afraid of it for a while, but now it is all right.

President Hynson—The Chair would like to state in this connection, and possibly it is well known to all, that Johnson & Johnson, of New York, sent me a check for \$75, and I returned it to them because at that time I was afraid it would not be accepted, and I took the responsibility of returning it. I think they ought to have the credit of the subscription just as though it had been accepted.

C. L. Hay, of Du Bois, Pa.—I move, if it is in order, so long as the jobbing houses which have contributed are mentioned in this matter, that those whose contributions have come in in a lump sum should also receive individual mention. I think the persons who had charge of the contributions will gladly give the names. It is entirely due, so long as some are mentioned, that all who contributed should have equal credit.

President Hynson—That matter will come up when the acceptance of the report is before the meeting. If there is no objection the expenses of the Association will be summarized.

On motion, the report of the treasurer was referred to the Committee on Audit

for report at a later session. It was so ordered.

The report of the Committee on Report of the Secretary was here presented.

Report of Special Committee on Report of Secretary.

By WM. MCINTYRE.

Your committee appointed to consider the report of your secretary, having carefully done so and weighed all the subject matters therein contained, have noted certain suggestions which, after careful consideration, have induced this committee to make the following

RECOMMENDATIONS:

That said report be accepted, with thanks of the Association to the secretary for the most admirable manner in which his work was done, and the superior intelligence and industry therein displayed, and that steps be taken by this Association to give the secretary such reasonable compensation in the future as will enable him to devote his entire time and attention to these important duties; that he be given such office help as may be necessary to properly facilitate his work; that he be provided with a suitable office, and that in accordance with his recommendations measures be taken to provide the necessary funds to carry out these recommendations of your committee.

With reference to the controversy touched upon in the secretary's report, as now existing between this Association and the Potter Drug and Chemical Corporation, this committee makes no recommendations, because it understands this matter is now in the hands of your Executive Committee for action.

The report and its recommendations were formally adopted.

Two amendments to change the name of the Committee on Relations of State Pharmaceutical Education and Laws to the Drug Trade were proposed here, and the shorter of the two, that offered by Mr. Muir, of Brooklyn, viz., "Committee on Pharmacy Laws," was finally adopted.



WM. MUIR,

of New York, Member of the Committee on Trade-Marks, N. A. R. D.

The reading of communications was taken up next, and the following resolution adopted by the North Carolina Association was read by the secretary:

Resolutions of the North Carolina Pharmaceutical Association.

Whereas, A number of manufacturers of proprietary or patent medicines have advanced the prices of their remedies not only to the amount of the revenue stamps but in many cases largely in excess thereof; and

Whereas, Proprietary or patent medicines are being retailed by some dealers at or near the cost to the legitimate druggist, it is resolved by the North Carolina Pharmaceutical Association in convention assembled:

OUR TRADE-MARK
tee of the highest
which it appears. Our
passed, our means
our care unceasing,
excelled. We have
equipped plant in the



is a positive guaran-
quality of goods on
facilities are unsur-
practically unlimited,
and our products un-
the largest and best
world for the manu-

facture of high-grade Plasters, Absorbent Cotton, Antiseptic Dressings, Hospital Supplies, and Surgical Appliances of all sorts.

The wonderful growth in the output of our laboratories is one of the best possible evidences that our goods give complete satisfaction to surgeon and patient. We sold two million yards more of Surgical Dressings and 200,000 pounds more of Absorbent Cotton in the



North view of enlarged factories and laboratories of J. Ellwood Lee Co., Conshohocken, Pa.

year 1899 than during 1897, and 900,000 yards more of Dressings and 125,000 pounds more of Absorbent Cotton in 1897 than in 1896. This alone proves the high regard in which our products are held by the medical profession.

Let us send you our new Price-List.

J. ELLWOOD LEE CO.,

CONSHOHOCKEN, PA.

Leading Manufacturers of Antiseptic Dressings, Surgical Dressings,
Absorbent Cotton and Hospital Supplies, Etc., Etc.

Kindly mention this Journal when writing to Advertisers.

I. That we will not use our influence for or handle advertising matter of any remedy costing more than two-thirds of the retail price.

II. That we will use our utmost influence against any remedy that is sold to cutters in our vicinity.

III. That we earnestly request the manufacturers and jobbers to protect us by making their prices not to exceed this schedule and to refuse to supply goods to cutters.

IV. That we request the National Association of Retail Druggists to send a copy of this paper to each manufacturer and jobber of proprietary or patent medicines, or to use it in any manner it may deem best for the benefit of the retail druggists.

The resolutions were referred to the Committee on Resolutions.

The Pheno-Caffeine Plan.

The secretary then stated that he had a communication from the Pheno-Caffeine Co., of Boston, Mass., in which the firm named submitted a plan for dealing with the cut rate problem by means of a special billhead. The secretary's statement brought Leo Eliel, of South Bend, Ind., to his feet, who said:

I came here particularly to guard and ward off anything which shall commit this Association to the approval or acceptance of any proposition or plan whatsoever on this question. We have had all the experience in national associations in regard to plans that we want. Let us organize and keep up our organization. Let us be strong, and let us not in any way, shape or manner commit ourselves or approve of or in any way consider any plan to stop cutting. Let us organize and be strong and show our teeth; that is all that is necessary.

President Hynson referred the communication to the Committee on Resolutions.

Secretary Wooten read a communication containing an article on a solution of the cut-rate problem by G. W. Cobb, ex-president of the New England Retail Druggists' Union, which took the usual course without discussion.

Next came the report of the Executive Committee, which was read by the chairman, as follows:

EXECUTIVE COMMITTEE'S REPORT

THE DIVISION OF WORK

provided by the form of organization adopted by the convention which met in St. Louis last year divided in effect the work into two classes, that of organization and that of executing the policies approved by the convention. The work of organization has been wholly in the hands of the secretary except in such instances as are indicated in this report in which members of the Executive Committee have been able to co-operate with that officer. There were placed in the hands of the Executive Committee at the conclusion of the sessions of the St. Louis meeting

THREE PROPOSITIONS.

The first resolution was that requiring proprietary manufacturers to limit the distribution of their goods to a list of legitimate drug jobbers as should be approved by a joint committee of the Proprietary Association of America, the Proprietary Goods Committee of the National Wholesale Druggists' Association and the Executive Committee of the National Association of Retail Druggists. That those manufacturers whose sales were mainly direct to the retail trade should not sell to the retailer at best discount; that the jobber should limit the sales of all proprietary articles to the legitimate retail drug trade, refusing to sell the aggressive cutters and department stores.

The second resolution required manufacturers of proprietary articles, the price of which exceeded \$2, \$4 and \$8, to revise their prices to conform to these figures.

The third resolution was that in which the National Association of Retail Druggists agreed to co-operate with the Proprietary Association of America and the National Wholesale Druggists' Association in securing the abolition of the internal revenue tax on proprietary preparations, failing in which the proprietors and the jobbers agreed to give their aid to the retail druggists in having the tax removed or reduced on household remedies of the retailers' own manufacture.

ACTION ON THE PROPOSITIONS.

With reference to the last resolution concerning the stamp tax, it was early evident to this committee that the conditions existing, and which doubtless will continue for some time to come, make it practically impossible to secure either the abolition or the revision of the war tax.

MANUFACTURERS WHO COMPLIED.

Concerning the second resolution, relative to a uniform price to the retail trade on proprietary preparations of \$2, \$4 and \$8 a dozen, the Executive Committee instructed the secretary to communicate the resolution to the manufacturers of proprietary preparations and asked their compliance with its terms. The result of this request has been in part submitted to the Association in the report of the secretary. A number of manufacturers promptly conformed to this request, and others have adjusted their prices to this schedule since these letters were sent out, and the list as officially known at the present time of those who have made their prices \$2, \$4 and \$8 in recognition of the action of this Association and the request of the committee comprises the following: (Here follows a list which is incomplete, but it is sufficient to show that the request of the National Association of Retail Druggists is considered a proper one by at least a portion of the proprietary manufacturers.)

The committee desires very emphatically to dispel any impression which may have prevailed in any section that the adoption of this



WILHELM BODEMANN,

of Chicago, Treasurer of the Illinois State Board of Pharmacy and Delegate to the N. A. R. D.

resolution was an indication to manufacturers whose prices were below the schedule of \$2, \$4 and \$8 to increase their prices to that schedule. Somewhat diligent inquiry has failed to reveal a single instance in which this has been the case.

THE SUPREME ISSUE.

The power placed in the hands of the Executive Committee gave it a certain degree of discretion in the prosecution of its work. The earlier conferences had with proprietary manufacturers and jobbers revealed to the committee the fact that these branches of the drug trade deemed the question of the maintenance of full retail prices on proprietary preparations the supreme issue of the hour, and as overshadowing in importance to all branches of the drug trade any other proposition brought forward by the committee. Finding this willingness on the part of the manufacturer and the jobber to enter upon the consideration of the question of maintaining prices in a spirit of seriousness and sincerity, which promised far better results than have seemed possible to secure, the committee has deemed it wise to devote the greater part of its labors to the promotion of plans calculated to secure this end.

FIRST WORK OF THE COMMITTEE.

The first work of members of the committee after the adjournment in St. Louis was the meeting in Chicago in November, at which there

were present F. E. Holliday, D. E. Prall and W. A. Dyche. At this meeting the general campaign of organization was gone over with the secretary at his request, and questions concerning the work of strengthening the organization considered, as also the question of proceeding upon the resolutions of the St. Louis convention. It was in accordance with the conclusions reached at this meeting that Chairman Holliday, accompanied by Frank A. Faxon, the chairman of the Committee on Proprietary Goods of the N. W. D. A., and W. J. Walding, Toledo; M. N. Kline, Philadelphia; G. A. Kelly, Pittsburgh, and F. L. Carter, Boston, of the N. W. D. A., went to New York and Boston in December, where a conference was held with a number of the leading manufacturers of proprietary medicines, among them being representatives of the J. C. Ayer Co., Wells & Richardson Co., C. I. Hood & Co., Lydia E. Pinkham Medicine Co., F. E. & G. A. Greene and others.

LESSONS OF THE CONFERENCE.

The result of this conference with these representative manufacturers led to the conviction that much of the disorganized condition of the retail trade of the country has been due to the lack of an organization authorized to formulate and voice the needs of the retailer. At the same time as this visit to Boston the chairman of the committee also visited the city of New York, where a number of new manufacturers were conferred with, and Baltimore, where an effort was made to promote an amicable adjustment of the differences existing between the jobbers and retailers of that city. Upon returning a meeting was held in Chicago.

THE CONFERENCE MEETING IN CHICAGO.

The joint committee of the N. W. D. A. and the N. A. R. D. convened in Chicago February 7 with all the members of the Executive Committee present and with Chairman F. A. Faxon of the Proprietary Goods Committee; W. J. Walding, of Toledo, and President C. P. Walbridge, of St. Louis, representing the N. W. D. A. The committee believes that the list as approved will be found an eminently fair one and satisfactory to the proprietors, notwithstanding that the number of wholesale grocers who have been distributing proprietaries in places in which the manufacturers claimed the legitimate drug jobbers do not reach have been omitted from the list in its revision. The list was communicated to the individual members of the Proprietary Association of America, accompanied by a form of approval by them, and its recognition was in all cases prompt and satisfactory. The list of jobbers was again approved by the Executive Committee and the Committee on Proprietary Goods of the N. W. D. A. on September 18 last, at which time it was found that some additions as well as removals were necessary.

RESULT OF A DIRECT APPEAL TO THE JOBBERS OF CHICAGO.

Following the conclusion of the work of the joint committee in Chicago the members of the Executive Committee, as also vice-president S. N. Jones, then in Chicago, and the members of the committee representing the N. W. D. A., were invited to become the guests for one evening of the Chicago Apothecaries' Society. Besides the representatives of the three committees and the members of the local society there were present at this meeting representatives of the Chicago wholesale drug houses. Addresses were made at this meeting by Messrs. Dyche, Holliday, Allen and Jones, and Messrs. Faxon, Walding and Walbridge, and Mr. J. G. Peters, of Fuller & Fuller Co., Chicago. The retailers presented to the jobbers present the efforts being put forth in all parts of the country to improve the conditions of the retail trade, and a direct appeal made to the jobbers of Chicago to lend their active co-operation to these efforts. The result of this conference was a promise from the representatives of the Chicago jobbing houses to lend their co-operation to the retail trade in making effective the policies of the N. A. R. D. This meeting has, it is believed, proven of substantial benefit to the retail trade in the city of Chicago and in the territory covered by the Chicago jobbers. In March last the

WESTERN WHOLESALE DRUGGISTS' ASSOCIATION

met in St. Louis, which meeting Messrs. Holliday and Allen, of the Executive Committee, and vice-president Jones attended. The proposals of the committee were cordially received by the jobbers, and every assurance of their support given. These assurances, we believe, have been, with very few exceptions, strictly observed. In this connection it is proper to state that the various local associations of jobbers have in every case been appealed to by the Ex-

**Do
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that
an
elegant
package
helps
to
sell
goods?**

We manufacture to order the finest
**Lithographic Labels, Wrappers, etc.,
and tasty
PAPER BOXES AND CARTONS.**

No order is too large for our facilities.
An experience of over twenty years in this line enables us to guarantee satisfaction and the fullest value.
Advance copies may now be had of 136 pages of our

20TH CENTURY CATALOCUE,

containing the most elaborate collection of artistic lithographing in the line of Drug Labels.

The complete book will be ready January 1, 1900.

If already suited in the matter of design, however, we should be pleased to duplicate it for you.

Our goods are **the best** and our prices **the lowest**.

A share of your patronage is respectfully solicited.

Artistic Engraving.
ELECTRIC POWER
Presswork.

F. Huhn,
MANUFACTURER OF SUPPLIES
TO THE DRUG TRADE,

72 and 74 Pine Street, New York.

Kindly mention this Journal when writing to Advertisers.

**American Label
AND BOX
Factory.**

Executive Committee or by the local associations of retailers in the territory of such local jobbing organizations and have given, as a general rule, a satisfactory response to the request made.

THE CAMPAIGN IN ST. LOUIS.

The retail druggists of St. Louis, under the direction of the St. Louis Apothecaries' Association, and encouraged by the promise of active support by the St. Louis jobbers, entered upon an active campaign for the suppression of aggressive cutting in that city and the establishment and maintenance of full retail prices on all proprietaries. This precipitated a fight of considerable proportions, which promised every indication of success for the retailers until the situation was complicated by the going into operation of a recently enacted law regulating the subject of so-called trusts. Through a misapprehension of the facts the Attorney-General of Missouri was induced to institute suit against the druggists of St. Louis who are members of the St. Louis Apothecaries' Association, and this legal question is now pending an adjudication in the courts. The committee feels that it can make the statement upon thoroughly reliable legal advice that there is not the slightest danger of the result being unfavorable to the retail druggists of St. Louis.

The Proprietary Association of America held its annual meeting in New York June 6 and 8, to which the Executive Committee were invited to come as delegates from the N. A. R. D. Chairman Holliday attended the meeting. The following resolution offered by Dr. R. V. Pierce was adopted:

That the members of the Proprietary Association of America are in full sympathy and are ready to co-operate with the National Association of Retail Druggists in their effort to stop the cutting evil and require the jobber to confine his sales to the legitimate channels of trade, refusing all orders from department stores and aggressive cutters, and further suggest as one means for accomplishing this end that the National Association of Retail Druggists should require their members to discourage the sale of all substitutes for standard proprietary articles in every legitimate way. And that we require the National Association of Retail Druggists to notify the manufacturer of any jobber who violates his contract in this respect, with a view to removing him from the recognized list of jobbers.

SUMMARY OF ITS MEANING.

The full meaning of this resolution is shown in the following summary: The N. A. R. D., as a result of its work at the St. Louis convention, secured the adoption by the manufacturers of an approved list of jobbers to whom their goods shall be sold at lowest prices. These jobbers, upon penalty of being denied the privilege of buying from manufacturers, are enjoined from selling to aggressive cutters and department stores. Manufacturers exacting this obligation from jobbers understand and agree that they themselves shall make no sales at any price to the objectionable classes named. The products of the proprietary manufacturers being sold at lowest prices only to jobbers, and those jobbers who sell the legitimate retail drug trade only, nothing but bad faith or treachery will prevent the success of the efforts of this body to put an end to price cutting on proprietary goods. It is believed that since the adoption of this resolution by the Proprietary Association of America, and the promise of loyalty which it has made possible to secure from the jobbing houses in certain sections, the work of establishing full retail prices is proceeding as rapidly as is possible under the existing conditions. It is also believed that 90 per cent of the members of the Proprietary Association of America are now limiting the distribution of their goods to the jobbers approved by the joint committee, and are in other respects contemplated by the terms of the resolution adopted complying with the request made of them on behalf of the N. A. R. D.

DETAILS OF THE CUTICURA FIGHT.

The correspondence of the secretary of this Association with the Potter Drug & Chemical Corporation concerning the controversy of that concern with the Western Pennsylvania Retail Druggists' Association, having been placed in the hands of the Executive Committee for their attention, the chairman of the committee, on his way to the meeting of the Proprietary Association of New York, after a conference with Secretary Wooten, of Chicago, visited Pittsburg for the purpose of ascertaining the grievance of the druggists of that city and vicinity against the Potter Corporation, and the basis upon which they would be satisfied to permit the committee to propose a settlement of the controversy. On this visit to Pittsburg the chairman was accompanied by Mr. Faxon, of the N. W. D. A., who acquainted himself with the facts out of which the controversy grew and which justified the vigorous policy adopted and so courageously

and successfully maintained by the Western Pennsylvania Druggists' Association.

Being fully advised of the facts of the controversy, a meeting was sought and obtained by the chairman of this committee and Messrs. Faxon and Walker, of Albany, N. Y., of the N. W. D. A., with a representative of the Potter Drug & Chemical Corporation in New York city. The entire controversy was gone into in detail, and the causes of the action of the druggists of Pittsburg, and the justice of such action, clearly presented to the representative of the Potter Corporation. This representative explicitly agreed to submit the proposals made in behalf of the N. A. R. D. and N. W. D. A. and to have a response communicated promptly to the chairman of this committee and to the chairman of the Proprietary Goods Committee of the N. W. D. A. No response to these proposals was ever made, and no communication concerning this proposal has been received by either person. As a result of the action of the Potter Corporation in selling cutters in Pittsburg and in otherwise violating this agreement with the National Wholesale Druggists' Association, the Potter Corporation was shortly after the conference with their representative in New York

DROPPED FROM THE REBATE LIST OF THE N. W. D. A.

The Executive Committee feel that the courageous position of the Western Pennsylvania Druggists' Association in firmly and unanimously opposing the attitude of the Potter Drug & Chemical Corporation is justified by every principle of right and equity, and that this organization in its effort to establish the principle for which it has been so bravely fighting is



W. A. DYCHE,

of Chicago, Ill., Member of the Executive Committee, N. A. R. D.

entitled to the active and united support of retail druggists in every community throughout the country. That they are receiving such support is well evident from the fact that the jobbing trade covering five or six States no longer deem it profitable to carry in stock the products of the Potter Corporation. The retail druggists of other sections are gradually awakening to a full appreciation of the significance to the drug trade of the attitude of the Potter Corporation and of the fact that the cause for which the druggists of Pittsburg are fighting is a common cause, and that success in Pittsburg means success in similar contests which may occur in any community.

N. A. R. D. AND THE A. PH. A.

The chairman of the committee attended the annual meeting of the American Pharmaceutical Association at Put-In Bay September 1, at which were present also President H. P. Hynson and Vice-President S. N. Jones. The work and purposes of the N. A. R. D. were presented to the American Pharmaceutical Association through the Section on Commercial Interests, and in the absence of Chairman Joseph Jacobs of that section the proceedings of the section were practically placed in the hands of the representatives of the N. A. R. D. It is believed that the members of the American Pharmaceutical Association were at this meeting made fully familiar with the aims of the N. A. R. D., and that their support of its efforts as

represented by the action of its members in various sections of the country will be more cordial and efficient in the future.

THE CONTEST IN THE STATE OF NEW JERSEY

Over affiliation with the N. A. R. D. was of such a nature as to justify, it seems to the committee, a direct appeal to the druggists of that State for their support in our work. Feeling that the opposition to the Association might be the result of a lack of understanding of the courtesies of the N. A. R. D., the committee addressed a circular letter to the druggists of that State communicating to them the facts regarding the plans and the work of this Association, and urging them to attend the special meeting of the New Jersey Pharmaceutical Association and discuss the question of affiliation with that body on its merits. The committee desires to express appreciation of the earnest work of many druggists in that State, through whose efforts New Jersey had been added to our membership rolls.

ECONOMY WAS PRACTICED.

This outline of the work of your Executive Committee represents all that seems possible under the conditions prevailing at the time of the creation of the committee and which have existed since. The provision for finances for the work of the officers of the Association made at St. Louis compelled the adoption of a policy of greater economy than was consistent with the work that should be undertaken by those entrusted with the execution of the plans of the Association. The committee believes that with the limited expenditure the results accomplished have been gratifying. The members of the committee have not hesitated whenever it seemed necessary for the advancement of the interests of the Association to sacrifice their time and their means to that end.

RECOMMENDATIONS OF THE COMMITTEE.

In addition to the execution of the duties imposed upon it by the action of the convention at St. Louis the committee has carefully studied the features of strength and weakness in the work of the Association as they have presented themselves during the past year. The committee feels confident that the form of organization adopted at St. Louis is adequate to meet the requirements of the Association and to carry out the work entrusted to its officers. It seems to the committee eminently desirable, however, that a change be made which would make the president of the Association an active member of the Executive Committee, and that the secretary should at least be a member ex-officio of this committee.

IMPORTANCE OF THE WORK OF ORGANIZATION.

The success of the efforts of the Executive Committee is so essentially dependent upon the thorough and general organization of the drug trade of the country that the committee feels itself justified in urging that this convention take such action as will enable the work of organization to be effectively carried out during the succeeding year. The most acceptable plan for prosecuting this work, it seems to the committee, would be for the Association to command the entire time of the secretary of the Association, constituting him the general organizer, compensating him in such sum as to secure the greatest results that may be possible. It is believed that the secretary can conduct this work of organization with far better results than could be secured by the employment of some other person as general organizer. This, of course, would require provision for such office assistance as would enable the secretary to spend at least half his time in the field in the work of establishing new associations and strengthening those already in existence. The committee feels that it cannot impress too strongly the importance to the success of the plans of the N. A. R. D. of this work of thorough organization.

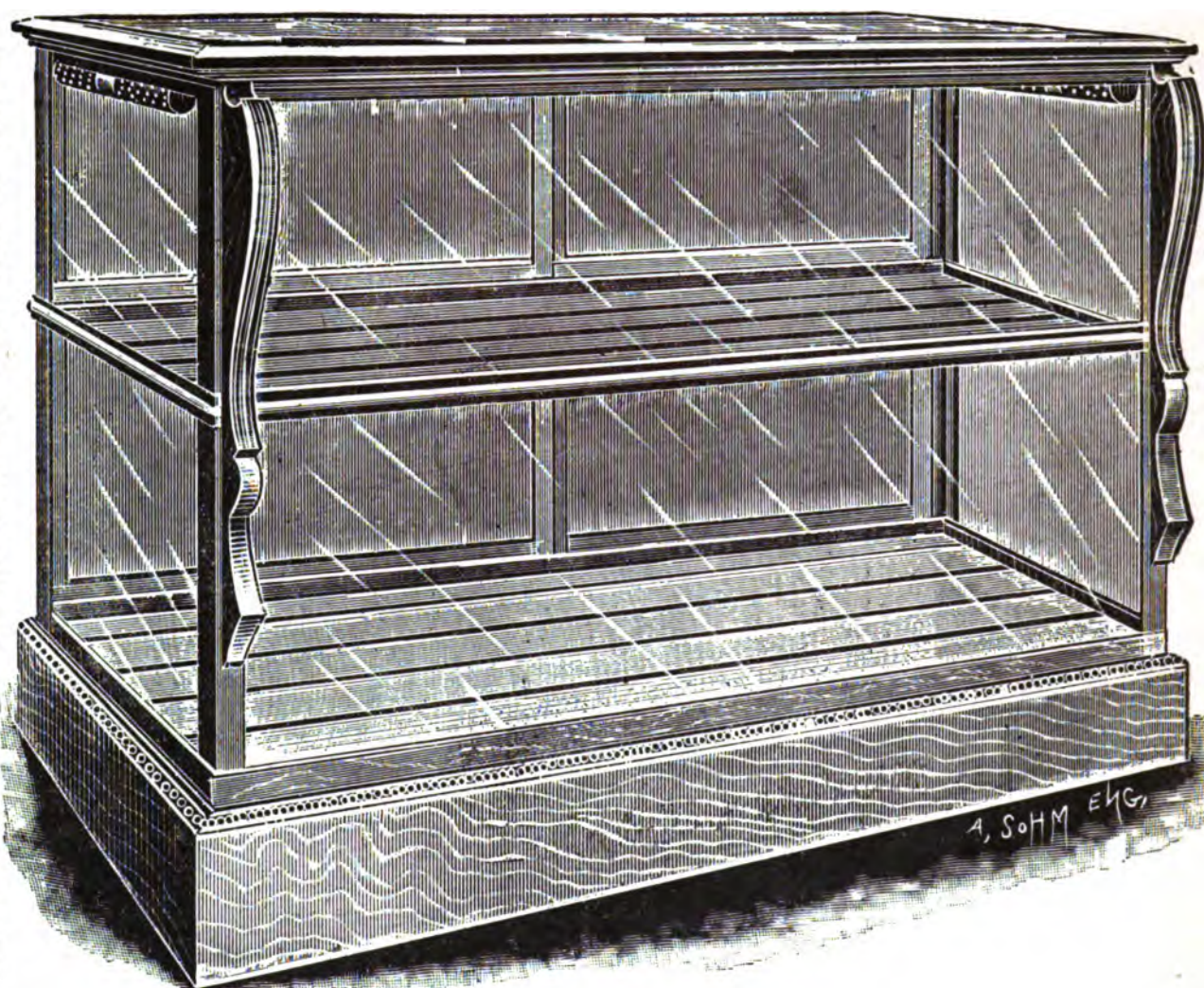
COMPENSATION FOR THE EXECUTIVE COMMITTEE.

The provision made at St. Louis for meeting the expenses of the Association for the first year contemplated a considerable sacrifice on the part of those executive officers elected at that time. It is hardly necessary to say that every officer has given freely of his time and means when occasion seemed to demand in order to promote the work confided to him. While this was acceptable to the Association then, the committee believes that the Association in providing for the work another year should not require any officer to devote his time to its interests without adequate compensation. The committee therefore feels it its duty to recommend to the Association that the Execu-

If desired we can make special offers on the same style of case of any length wanted.

THE IMPERIAL

CIGAR CASE.



If desired we can make special offers on the same style of case of any length wanted.

THE DIMENSIONS: 48 inches long, 44 inches high, 28 inches wide. Beveled plate top, 1/4 inch bevel; balance double-thick glass. Two moisteners, one above and one below. Slats on bottom. Slide doors; mirror in back of upper doors. Made in oak or cherry.

The best list of offers ever made on a fine cigar case.

AN IMPERIAL CIGAR CASE WITH ANY OF THE FOLLOWING OFFERS:

OFFER "X."

With an order for a half barrel of any of the following:

	Per Gal.
Buena Ventura, Cal. Brandy at	\$2.65
Imperial Brandy at	2.40
Martinez Cal. Brandy, 5 years old	2.25

OFFER "Y."

With an order amounting to \$37.50, selected from the following. No charge for kegs.

Alvarado Angelica Wine,	per gal.	\$1.00
" Blackberry Wine,	"	1.00
" Catawba, sweet wine,	"	1.00
" " dry "	"	1.00
" Muscatel,	"	1.00
" Port,	"	1.00
" Sherry,	"	1.00
" Tokay, light,	"	1.75

OFFER "Z."

With an order for
 800 Santa Gloria Cigars.
 800 Cuban Perfectos.
 100 Triple Union.
 1,000 at \$35.00.

TERMS: On all offers, 60 days or 1 1/4 per cent off cash 10 days.

HUMISTON, KEELING & CO., Wholesale Druggists,

Your order solicited.

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Kindly mention this Journal when writing to Advertisers.

tive Committee be authorized to compensate the secretary for the work placed in his hands, and such members of the Executive Committee as may be entrusted by the committee with the performance of special or general duties for the time devoted to such duties.

INCREASE IN THE ASSESSMENT.

To meet the expenditures required by a more aggressive policy of organization of the druggists of the country, and to adequately compensate the officers for the work required of them, the committee desires to recommend to the Association that the assessment upon members of affiliated bodies be made 50 cents for the fiscal year beginning January 1, 1900, and ending December 1, 1900.

AID FROM OUTSIDE SOURCES.

In this connection the committee desires to state that shortly after its organization there were tenders of financial assistance from others than retail druggists who expressed themselves as desirous of promoting the policies of the N. A. R. D. in the belief that the success of this Association meant a substantial advantage to themselves. The committee considered the question of accepting such donations, and at its meeting in Chicago February 7, established the rule that in view of the terms of the constitution which provided that financial support should come from associations in membership, that such donations should be tendered to some association in membership and its acceptance be left to such associations.

At the suggestion of the president, it was moved to refer the valuable report of the Executive Committee to the Committee on Resolutions, and the committee, on the motion of Judson B. Todd, of New York, was tendered a rising and unanimous vote of thanks and approval.

The delegates from Pittsburg here made an effort to bring up the Cuticura matter in open discussion. Mr. Pritchard, of the Western Pennsylvania Retail Association, made the statement that his Association had reached the limit of its influence in the fight with the Potter Drug and Chemical Corporation, and he wished to be heard from in regard to it, stating that he should ask the N. A. R. D. to make the Western Pennsylvania fight a national issue. A motion by Mr. Stoddart, of New York, that the matter be referred for consideration to the Committee on Resolutions prevailed, however, and it was so disposed of.

Time and Place of Next Meeting.

The Chair announced that the time and place of next meeting had been left to the Executive Committee for reasons of policy. Matters might arise during the year which would affect the desirability of meeting at any certain place fixed in advance.

Secretary Wooten read a communication from the Proprietary Association of America stating that the next meeting of that Association would be held at Niagara Falls, October 10 to 14, 1899, and asking that the N. A. R. D. nominate delegates to attend. The communication was received and the request complied with.

Report of Committee on Audit.

Felix Hirseman, of New York, submitted the following report, in behalf of the Auditing Committee:

We have carefully examined the receipts and vouchers for expenditures incurred to date, and have found them correct. Summary:

Total receipts.....	\$4,449.15
Total expenditures.....	3,904.98

Balance in treasury..... \$544.17

Respectfully submitted,
(Signed) A. J. Kaercher, Chairman.
Felix Hirseman,
Theo. Rectanus,
F. D. Werner,
J. H. Keling.

RECREATION.

The session was adjourned at 12.45 o'clock, and the afternoon and evening were devoted to a trolley ride and entertainment provided by the druggists of Cincinnati, whose hospitality during the entire sitting of the convention was simply bounded by the capacity of the visitors in the broadest sense of the term.

Accepting the invitation of the committee of local druggists, the delegates, accompanied by their wives and sweethearts, boarded street cars at 1 o'clock on Wednesday afternoon and rode to College Hill, where a dainty luncheon awaited in the Linden Hotel. The hospitality of the druggists of Cincinnati was thoroughly enjoyed. Luncheon over, the delegates again boarded the cars for a long ride through the suburbs of Cincinnati, stopping a short time at the Zoo and returning to the city after dark. The entertainment did not end on the return to the city, for immediately after dinner at the hotel the delegates were taken to the Grand Opera House, where they enjoyed the performance of "The Liars." Many of the delegates took advantage of an invitation courteously extended by Prof. John Uri Lloyd to visit the famous Lloyd library of pharmaceutical, botanical and medical literature. The library is situated on Plum street, near Court, and is housed in a three-story building. It is in charge of Dr. Wauboldt, a most courteous and erudite gentleman, who knows many Eastern languages. The library is particularly rich in early works of botany and pharmacy, and contains many rare pamphlets. It is Prof. Lloyd's intention to issue reprints of some of the rarer early works on Flora Americana in the form of "Bulletins of the Lloyd Library," and those interested will be glad to learn that one is now nearing completion. Pharmacists who are in possession of odd volumes of drug journals, old botanical or medical pamphlets or odd drug literature of any kind will confer a benefit on the profession by sending them to Prof. Lloyd, who will accept anything of this kind that is offered. The library is open to pharmacists at all times, and is well worth a visit.

Courtesies of the Wm. S. Merrell Co.

Many courtesies were extended to the visiting delegates by the Wm. S. Merrell Chemical Co., of Cincinnati, whose representatives were assiduous in their attentions. A bowling tournament was arranged by C. G. Merrell at the West End Club, which was participated in by the following delegates: W. M. Yearby, Raleigh, N. C.; F. B. Stephens, Toledo, O.; C. G. Merrell, Cincinnati; W. L. Leuchtenberg, Cincinnati; J. Hal. Bobbitt, Raleigh, N. C.; T. J. Keenan, New York; Leo Eliel, Cincinnati; Ed. Voss, Cincinnati; Dr. R. S. Fairchild, Cincinnati; W. I. Reineman, Cincinnati; A. H. Burdsal, Cincinnati; Dr. Henry Copleston, Cincinnati; A. B. Graham, Cincinnati; W. F. Knemoeller, Cincinnati; F. W. Meissner, La Porte, Ind.; A. Timberlake, Cincinnati; Charles Fleischner, New Haven; J. H. Linneman, Louis Klayer, W. W. Parker, H. F. Vorkampf, Ralph Freeberg; J. H. Schulte, H. Brakenman, Cincinnati; J. W. Lowe, New Haven, Conn.; Chas. Diehl, Cincinnati.

Special cars were provided for visitors to the laboratories of the W. S. Merrell

Chemical Co., and a large number of delegates accepted the courtesy and inspected the extensive plant of the concern. Refreshments were served and the visitors conducted over the establishment by the officers of the firm, who showed them the improved modern machinery used by the W. S. Merrell Chemical Co. in the extraction of the well-known "green fluid extracts." Enormous vacuum extractors and percolators were seen, and many improved apparatus for the mixing of powders for moistening and maceration previous to percolation. Several stages in the manufacture of the expensive salicylic acid derived from the natural oil of wintergreen interested many of the visitors, while the process of pill and tablet manufacture by the use of improved modern machinery attracted the special attention of the druggists. On leaving, each member of the party was presented with a package of one of the specialties of the firm. This did not complete the hospitable attentions of the firm, for under the guidance of Dr. Fairchild several parties were taken on trolleys to Fort Thomas, Kentucky, a United States Army post, where the Forty-eighth Regiment is being recruited. The first monument erected to the heroes who fell in the war with Spain is at Fort Thomas, and two finely ornamented Spanish cannon captured at Santiago are mounted nearby. The cannon are of bronze and bear the date "Barcelona, 1768."

Fourth Session.

Thursday Morning.

President Hynson opened the morning session at 10.30 o'clock. By previous arrangement, this was an open session of the Committee on Resolutions in charge of Simon N. Jones, chairman of that committee. He read a preliminary draft of the resolutions which would be offered for adoption by his committee, and the entire forenoon was occupied in the discussion of the various resolutions.

At this session the

Report of the Committee on National Legislation

was presented by M. A. Burkhardt, acting chairman. Mr. Burkhardt explained that he had undertaken the duties of chairmanship at the last minute, and had therefore been unable to prepare as careful a statement as was desirable. The action of the convention in placing the work proposed to be taken up on the stamp tax in the hands of the Executive Committee left the Committee on National Legislation, so far as this particular work was concerned, dependent upon suggestions from the Executive Committee. The committee proposed a reaffirmation of the stand taken on the war tax at the St. Louis meeting. The chairman pointed out the fact that the United States granted product patents on medicinal preparations, and suggested that the next legislative committee appointed be instructed to appear before the Commission for the Revision of the Patent Laws with a memorial upon this subject. It was also suggested that the sense of the convention be taken upon the National Pure Food Law for the guidance of the Legislative Committee during the next year. After discussing the matters brought before the delegates

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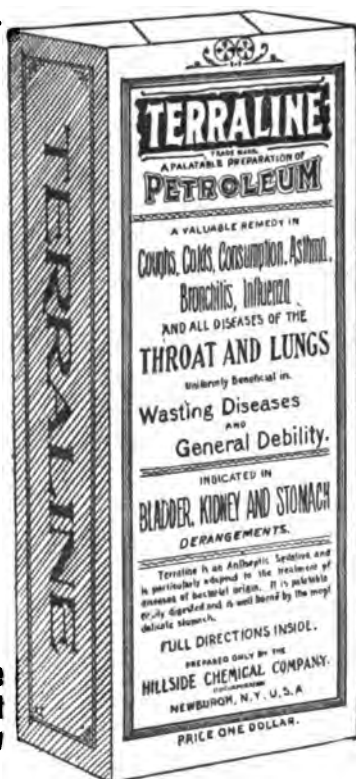
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For the convenience of new readers and others who have not heretofore taken an active interest in the Prize Essay Column, we may state that preference is given to articles descriptive of new apparatus or of pharmaceutical contrivances; notes on new methods of preparing galenical compounds; dispensing difficulties solved; hints on window dressing; the care of the soda fountain; the best method of store arrangement and pharmaceutical formulas, including toilet preparations, perfumes, soda syrups and medicinal preparations.

While we have a large number of MSS. in hand, more are welcomed. The selections for prizes are made in the order of the receipt of essays, but preference is always given to articles of special merit, so that intending contestants should not hesitate to send in essays on the ground of anticipated delay in publication and award; promptness of publication and award being determined by the character of the essay as well as the order of receipt.

Those intending to compete are again reminded that comparatively brief and business-like essays will be regarded by the Prize Essay Editor with more favor than lengthy papers on abstruse matters or of a purely scientific character.

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by the Committee on Resolutions and agreeing on the general line of policy to be pursued, the meeting adjourned until 2 o'clock p. m.

Fifth Session.

Thursday Afternoon.

The afternoon session was called to order by President Hynson at 2.30 o'clock. Before proceeding with the regular order of business, President Hynson announced the presence of Cyrus P. Walbridge, president of the National Wholesale Druggists' Association. In introducing him to the assembled delegates Mr. Hynson said:

Gentlemen, we have with us this afternoon the president of the National Wholesale Druggists' Association, Cyrus P. Walbridge, of St. Louis. I want to introduce Mr. Walbridge to you as representing a type of manhood which is particularly attractive to us at this time. The conditions and troubles which have transpired in St. Louis are well known to you. Before the enactment of the anti-trust law Mr. Walbridge's position and the position of his house (J. S. Merrell Drug Co.) was unquestioned, and even after the enactment of this anti-trust law Mr. Walbridge was man enough to still refuse to sell to cutters, the anti-trust law to the contrary notwithstanding. I have great pleasure in introducing to you Cyrus P. Walbridge, president of the National Wholesale Druggists' Association. (Applause.)

From the President of the N. W. D. A.

After these complimentary words of introduction, so cordially expressed, Mr. Walbridge turned to the assembled delegates and said:

Mr. President and Gentlemen: I am very thankful to you for this pleasant reception and for the very complimentary remarks of your president. I want to assure you that I am not here as president of the National Wholesale Druggists' Association. I am here as an individual and as a friend of the National Association of Retail Druggists. (Applause.) If I thought it was at all necessary I would go further and say that I was here as an advocate of the National Association of Retail Druggists. (Applause.) But I think you are entirely capable of taking care of yourselves, and do not imagine you need any outside advocates. The reference of your president to the position of the house which I have the honor to represent, the J. S. Merrell Drug Co., was taken simply because we believed it was right. We have sympathized with this movement on the part of the retail druggists from the beginning, and we have sought only to get our share of improved conditions in the drug trade. We have supported your association because we believed it was based on right principles. We believe first that you are organized aright; that your organization is on a conservative basis; that it is upon a plan which brings conservative men to the front—men who have succeeded in their own business and who are therefore capable of steering the business of a great organization.

THE BUSINESS END OF THE PHARMACY.

Then we believed in it because we knew it was based upon things which were absolutely necessary to the communities of this country. We believed, and we knew, that the registered pharmacist, a man skilled in the compounding of drugs, was absolutely necessary to our communities. We knew that the skilled pharmacist could not maintain himself simply upon prescriptions. We knew that no community could sustain a mere apothecary; that to sustain themselves in these communities they must have in their places and be able to sell those multitude of articles such as druggists' sundries, patent medicines, toilet articles and things that have been known to the drug trade, and the drug trade only, since the time to which the memory of man runneth not to the contrary. We knew that the sale of these articles was necessary to maintain the skilled pharmacist in every community.

EVIL WORK OF DEPARTMENT STORES.

Now, we discovered that some department stores representing great capital had put in these articles and were giving them away for the purpose of inducing people to go to their places so that they might sell them other articles

which would average up the profits of the concern. We discovered that some great retail drug stores in the larger cities had imitated this example, and that they began giving away those things that are necessary—I insist upon that, that are necessary—to enable the skilled pharmacist to maintain himself in this community. They began giving these articles away to induce people to go to their stores, expecting, of course, to average up the profits by the sale of other articles, the prices of which are not generally known in the community. We saw that if this practice was continued the result would be eventually, as a matter of course, the elimination of the skilled pharmacists. We discovered that it would result eventually in centralizing the dispensing and the compounding of drugs into the hands of the great pharmaceutical manufacturers and the doctors. I do not wish to reflect upon the doctors, but we believe as between the life of human beings and the man who prescribes for the life of a human being, that there should be another man there to eliminate possible errors. We believe that there should be a buffer between the man who prescribes the medicine and the man who takes the medicine, and that is the skilled pharmacist.

STAND SQUARE TO THEIR POSITION.

I have taken longer to explain this position than I expected; but that is the reason we took the position we have, and I want to say to you that we are willing to stand in that position, and if the laws of the land say that we as the owner of the stock in our store, that we have not control of that store and the stock that we have paid for; if the laws of the land say that the State can take that stock from us and give it to any man on the face of the earth, then the laws of this land do not protect the citizens of the land. (Loud applause.)

N. A. R. D. A GREAT ORGANIZATION.

If you applaud me that way I am afraid you will get me into making a speech, and I do not want to do it. I am on my way here to the meeting of the National Association of Wholesale Druggists, and I want to get the sentiment of this great organization—it is great now, and its future greatness will depend on the wisdom of the gentlemen composing it; and I want to say to you that I believe every wholesale druggist in the United States should support this movement to the last minute that the law will allow, and I believe that that support should be withdrawn only when the courts of the land say it is illegal. In this anti-trust wave which is sweeping over the country we have a multitude of laws. Some of them are good and some of them are bad. Only the courts can discriminate between the good and the bad, and I for one will say that the court shall tell me what to do, but until they tell me I shall do what my conscience and judgment dictate for me to do. (Applause.)

GRATIFIED AT APPROVAL OF RETAILERS.

I am more than pleased to find that this sentiment meets your approval. I did not suppose I stood alone; I did not flatter myself to the extent of believing that I was unique in having a proper sentiment on this question, but I am abundantly gratified to know that you approve it, because it is evident that some have not the courage of their convictions and are willing to take the excuse of law to refrain from doing that which they know in their conscience is right. (Great applause.) Further than this, gentlemen, I have nothing to say. I am on my way to the meeting of the National Wholesale Druggists' Association. I cannot speak for that association. But as an individual I shall go there with identically the same sentiments that I have expressed to you. (Applause.) I shall return to my private business and shall there execute, as long as the courts of Missouri allow me, identically the sentiments I have expressed to you. (Applause.)

Chemically Pure Walbridge.

President Hynson called upon Wilhelm Bodemann, of Chicago, to respond to the address of Mr. Walbridge, and he did it in a neat and finished manner. Mr. Bodemann said:

I will do that very briefly. I move that Cyrus P. Walbridge's name be changed to "Chemically Pure Walbridge." (Laughter and applause.)

The Cuticura Matter Up Again.

After an invitation by Mr. Walbridge to the Association to be represented by delegates at the meeting of the Wholesale Druggists' Association, at Niagara Falls, October 10 to 14, which was accepted, the president called upon E. C.

Garber, secretary of the Western Pennsylvania Druggists' Association, to read the correspondence which had passed between his Association and the Potter Drug and Chemical Corporation. The correspondence referred to was then read in full by Mr. Garber.

Conditions in Western Pennsylvania.

The information supplied by Mr. Garber was supplemented by B. E. Pritchard, of McKeesport, Pa., who spoke as follows:

Gentlemen, I want to say to you that the retail druggists of the western part of Pennsylvania are in better condition to-day than they have been for twenty-five years. I have been in the retail drug business for thirty-six years. I have never found a time when I could say to my customer that I did not keep a certain article and could give a good reason for it, that I lost him. My customers have always been willing to take my word and have stood by me, and I want to assure you that we have in the association of Western Pennsylvania pretty nearly three hundred men coming as near to that standard as it is possible for three hundred men to come. I believe I gave you to understand by exhibiting our membership card this morning what we have accomplished. I understood from Mr. Wooten's remarks this morning that he thought we were endeavoring to discourage national organization. We want to encourage local organization first, and then we want each local organization to join the national organization. We have controlled our business inside of the limit as far as we can reach it, but when we get to the extent of our limit some wholesale house comes in to supply those outside of our limit.

Our association proposed to the Philadelphia Retail Druggists' Association that we should carry our dominion as far east as Harrisburg, and make an effort to get into our ranks every druggist as far east as that point, and then ask the Philadelphia organization to bring into their ranks every druggist as far west as Harrisburg. When we have accomplished this we shall have gained all we are seeking. If they get a man in their organization as we have in ours, to give his entire time and personal attention to bringing members into the eastern organization, so that they can get organized as well, we can bring the whole State into line. If all the members of this Association could be as well organized as the western part of Pennsylvania is they would be satisfied to pay \$2 a year to the National Association if necessary. I understand that the Executive Committee of the National Association are undecided about asking members to pay fifty cents a year as an assessment to this Association. If you could see the success we have made in our association you would not be satisfied to be out of this Association. Our membership fee is \$1 a month from every member, and this national organization blushes to ask fifty cents a year from each member. (Applause.)

Professor Lloyd to the N. A. R. D.

There was a slight break in the proceedings at this point to allow Professor John Uri Lloyd, of Cincinnati, who is held in so high esteem by druggists everywhere, to address the meeting. After a few words of introduction, in which President Hynson referred to Professor Lloyd's great reputation as a pharmacist and literateur, Professor Lloyd said:

Mr. President and Gentlemen: I have attended this meeting several times before and sat on the outskirts of the hall listening to your deliberations. I have been out with some of my friends—for we have many friends here, we of Cincinnati—showing them some of the sights to be seen in the outer portion of the city. I have not heard the addresses which have been made to you concerning the subject in which you are chiefly concerned, so that I cannot formulate in my mind the substance of the work you have done; but I can say to you that which I believe, so far as I am concerned, you will have to do if you succeed. * * * You will have to get a fair profit on the goods that you sell, that is necessary. How can you accomplish this? In my opinion you cannot do this as long as you have among you people who, however they may look at the right or wrong in the matter, are willing to sell certain substances and certain drugs at cost. You will have in some way to arrange so that your business will be protected. It cannot be protected by coming here in your meeting and saying that you will do so and so and go home and do something else. Excuse me for speaking very plainly. I

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believe you will have to face that issue to begin with, and you cannot be protected as long as those who do not come here but stay at home, thousands who are not in this room do not agree with you, and can get these goods to sell to your customers at the reduced prices. Am I not right about that? We have in this country only a few hundred wholesale druggists. In my opinion these men, with a few exceptions, are honestly desirous that you should make a good profit on the substances that you sell. I can speak for all of those in this city I think. We have been through the mill here, we wholesale druggists—for now I am included among the wholesale druggists—and we have tried to stand by the retailers in the city. I believe I can state for all our Cincinnati wholesale druggists that I believe they will do exactly what they tell you they will do in the way of endeavoring to benefit the pharmacists and endeavor to secure you a profit on your goods; and you can rest assured that the wholesale druggists throughout the country will be as conscientious in their desires to aid you; and then you will have to arrange it so that the retailer will not cut the throat of his brother retailer. It is simply a question of business and of honor—honor comes first and business second. I am of the house of Lloyd Bros. of Cincinnati. I can say to you that the firm of Lloyd Bros. is most intensely in earnest, and has been, and the record will show that it is in favor of helping the retail druggists to make a living in an honorable manner. I can say the same for the other wholesale druggists in Cincinnati. What more can we wholesalers do than ask you to formulate some plan by which a wholesaler can help the retailer to make an honest living, and a good one? It remains for you and for the committee of the National Wholesale Druggists' Association to formulate some plan—not to form a combination or a trust—which will present itself favorably to the wholesale druggists individually, and we will say, "Why, that is the proper thing to do; there is no doubt about it." We want to help the retailer to help himself. The success of the retailer is the success of the wholesaler, and he will do it on his own account. We will not say that we will do a certain thing and then go back home and do something entirely different. That is what you must avoid. (Applause.)

I wish to greet you pharmacists heartily. I have many dear friends in pharmacy, and I know how hard they work for a living. I know where their living has gone, and I know how it can be brought back to them. The first thing is justice to your fellow man—do the right thing for your fellow man, say that here which you will do at home, and if you will do that and set the example you will ultimately succeed. If you do not do it in my opinion you will fail.

Milwaukee Wants the Next Meeting.

Robert M. Dadd, of Milwaukee, Wis., then appeared before the convention and requested that the next meeting be held in the city of Milwaukee. He read an invitation from the Milwaukee Business Men's League, and also an invitation from the Mayor of the city.

Generous Offer by Pabst Brewing Co.

At this point Secretary Wooten read a communication from the Pabst Brewing Company, of Milwaukee, in which that company offered to pay to the treasurer of any druggists' association 10 per cent of the purchase price of each cask of "Best" tonic purchased by any retail druggist during the month of October, 1899. They also offered to contribute to the National Association of Retail Druggists an amount equal to 20 per cent of every cask of "Best" tonic subscribed for by retail druggists during the meeting. The orders must be filled during the month of October and reported to the Pabst Brewing Company by the wholesale druggist filling the order, and the secretary of the N. A. R. D. to furnish a list of the subscribers.

This offer was quickly taken up by the delegates of several associations. The Marion County Association, of Indiana, ordered fifty, the Western Pennsylvania Association 100, Michigan Association fifty. A number of delegates subscribed and before the convention adjourned upwards of \$1,500 had been assured to the Association.

RESOLUTIONS ADOPTED BY THE ASSOCIATION.

President Hynson here announced the presentation of the resolutions and suggestions proposed by the Committee on Resolutions, and asked for their adoption by the Association as a whole. The recommendations of the committee follow:

AMENDMENTS TO CONSTITUTION.

Upon the recommendation of the Committee on Form of Organization, your committee recommends:

First. That the amendment proposed to article IV. of the Constitution, which is as follows, be concurred in and the Constitution so amended:

"Sec. 2. The Association shall elect an executive committee of six members at each annual meeting, to which shall be added the president of the Association, with voice and vote, and also the secretary of the Association, without vote."

We also recommend that the convention concur in the amendments proposed to the first section of by-laws of the Association as follows: "Delegates receiving appointment as chairman on standing committees at any annual convention, or otherwise, in accordance with the constitution and by-laws, shall be entitled to all the privileges of membership in the Association until their respective successors are chosen."

APPROVAL OF PRESIDENT HYNSON'S RECOMMENDATIONS.

The committee has given careful consideration to the statement in the address of the president relative to the policy which should be observed with respect to advertised proprietaries, and recommends that the Association emphatically express its approval of the sentiment which he voices. The committee believes that a distinct order for a distinct article should be filled by the delivery of the article requested.

The committee deems it eminently desirable in this connection to recommend that the Association give expression to the position of the retail druggists with reference to so-called "substitution."

The committee believes that practically no person dealing at retail in proprietary medicines in the United States is chargeable with the dishonest policy of substitution, "except department stores and aggressive drug cutters." The unfair competition established through the privilege to buy leading proprietaries in unlimited quantities accorded in the past to those

BRIGANDS OF TRADE AND CORRUPTORS OF COMMERCIAL INTEGRITY,

and which the retail druggists have found it impossible to meet, has demanded that, as a last and only means of self-preservation, the retailer promote the sale of preparations of his own manufacture and sell them to his customer in open competition with those proprietaries offered to the public at prices which return little or no profit. No honest druggist will substitute, for

SUBSTITUTION MEANS DISHONESTY.

But so long as proprietaries are sold to the cutting bandits to be retailed at prices which defy absolutely competition in the sale of such articles, just so long will the retail druggist find it imperative to enter the ranks as manufacturer, on a smaller scale, and in honest and honorable competition sell a product that affords such profit as will enable him to maintain himself as a useful member of society. Prior to the advent of department stores and aggressive drug cutters the term "substitution," as employed in the drug trade, was practically unknown, and your committee believes that when, through joint efforts of the National Association of Retail Druggists, the Proprietary Association of America and the National Wholesale Druggists' Association, these trade disturbers are eliminated the term will not again be heard.

WHO ARE THE SUBSTITUTORS?

The committee has considered the resolution adopted by the Proprietary Association of America at New York, June 8, 1899, as contained in the report of the Executive Committee. The committee commends the spirit of that resolution and believes its adoption has materially advanced the common efforts to maintain full retail prices on proprietary medicines, and recommends that the Association instruct its officers and members to give zealous and alert co-operation in the work of making the terms of the resolution universally effective.

EXTENT TO WHICH LOCAL ASSOCIATIONS ARE BOUND BY ACTION OF NATIONAL BODY.

The committee feels that the Association should at this time give official expression on the subject covered by President Hynson in

his recommendation that "There should be no doubt as to how far the members of the State and local associations are committed to the policy and rulings of this body," and it submits for the approval of the Association the following resolution:

Resolved, That the success of the plans of this Association, being dependent upon the ready and cordial co-operation of the affiliated organizations which form integral parts of this central body, that such affiliated organizations should recognize the action of this Association and its executive officers as entitled in the fullest measure to their approval, and the unanimous co-operation of their members.

SUPPORT FOR THE JOBBER.

The suggestions in the address of President Hynson the committee approves, and recommends that the association concur in the sentiment that "Should we not allow the jobber to remain in full possession of that domain of trade which by custom and right seems to belong to him, provided he is willing to grant to us that which is ours by equal right and custom as time honored?"

ST. LOUIS RESOLUTIONS REAFFIRMED.

The committee further recommends that the Association reaffirm its position with respect to the rights of the drug jobber, as expressed in the resolution adopted in 1893 at St. Louis, as follows:

Resolved, That we maintain that the several rights and privileges of the jobber and the retailer should be preserved.

We demand that the wholesale druggists confine their sales to the legitimate retail drug trade.

We understand the jobber to be one who distributes to retail druggists, to manufacturers for manufacturing purposes and to nonconsumers.

THE APPROVED LIST OF JOBBERS.

The committee commends the effort made during the past year by the joint committee of this Association and the National Wholesale Druggists' Association to prepare and maintain an approved list of drug jobbers, and recommend that the associations in membership in this body be prompt to bring to the attention of the Executive Committee any changes which they may deem necessary for the fulfillment of the purposes of the preparation of such list. By such diligence and active co-operation can the efforts of the National Wholesale Druggists' Association to aid the National Association of Retail Druggists be made more promptly and generally effective.

STATE AND LOCAL ASSOCIATIONS ASKED TO CO-OPERATE.

The committee further recommends the adoption of the following resolution:

Resolved, That the Executive Committee is hereby directed to secure from State and local associations affiliated with this Association a list of local jobbers acceptable to these several associations, and that from such information a list of jobbers be prepared, a copy of which list is to be forwarded to every member of this organization, with the statement that it will be considered an evidence of loyalty to this Association if the houses on this list are given a preference, and—

A HINT FOR MANUFACTURERS.

Resolved, That the promoters of the new remedies and specialties be requested to confer with the Executive Committee of this Association regarding their control before they are put upon the market, and that individual druggists represented by this Association be requested to give preference to such goods as receive the endorsement of this Executive Committee.

PROVISION FOR FUTURE WORK.

Upon the recommendation of the Executive Committee your committee begs to recommend: 1. That the convention approve the recommendation of the committee to make the assessment for the fiscal year, from January 1, 1900, to December 31, 1900, 50 cents for each member of the Association in membership.

Your committee deem this provision for funds essential to the success of the plans of the Association during the coming year.

2. We recommend that the convention approve the suggestion of the Executive Committee, that the secretary shall devote his entire time to the work of promoting organization throughout the country, and that the Executive Committee be instructed to provide the secretary with adequate means for a most vigorous prosecution of this work.

3. We approve the recommendation of the Executive Committee, that members of that committee delegated to perform the duties of the committee be compensated for the time actually

"The Marvel 'Whirling Spray' Syringe."

Editorial from American Druggist, July 10th. 1899.



The "Marvel" is the only real improvement in vaginal syringes made in twenty years. It is entirely unlike the clumsy, solid-stream syringes so long found inefficient and unsatisfactory. The "Marvel" is most simple, convenient and effective. It is always ready; nothing to get out of order; no cumbersome water bags, tubing, valves or shut-offs to cause delay and annoyance. The "Marvel" dilates and flushes the vaginal passage with a volume of whirling fluid which opens the folds and comes in contact with its entire surface, instantly dissolving and removing all secretions and discharges. The "Marvel" injection and suction syringe does not throw a solid stream. Vaginal pipes which discharge a central or solid stream are condemned by physicians as dangerous. The fluid is liable to enter the uterus, causing thereby extreme pain, uterine colic, or alarming symptoms of nervous prostration and collapse. The "Marvel" discharges (9 ounces) of hollow whirling spray, which is more effective than a gallon of injection used with any other syringe.

The highly polished rubber vaginal pipe is five inches long. The whirling spray tip is removable for cleansing. The adjustable soft rubber guard closes the vaginal inlet, and prevents the injection from escaping, and also causes its immediate return by suction into the bulb when pressure on same is removed.

The soft rubber nozzle cap prevents leaking if the syringe is carried filled for use when traveling. With the "Marvel" a douche can be taken in a moment without spilling or wetting the clothing. Fountain syringes are inconvenient, and those which discharge small pin-like streams or a light film of water, are not effective, for the reason that the small stream when injected reaches only that part lying against the nozzle, the course of the liquid is turned and follows back along the pipe

and escapes, and its intended and supposed effect is lost. The fluid is running out as fast as it is being injected. The vagina has not been distended, which is absolutely necessary in order to reach and remove the secretions in the folds. Write the Marvel Co., Times building, New York, for circular and quotations.

spent in the execution of such work; that the compensation of the executive officers shall be fixed at \$10 per day and mileage when in actual service of the Association.

FOR REVISION OF PATENT AND TRADE-MARK LAWS.

Upon the recommendation contained in the report of the Committee on Trade-marks and Patents and the recommendation of the Committee on National Legislation your committee begs to recommend the adoption of the following resolutions:

Resolved, That it be the sense of this convention that no imported pharmaceutical products should be accorded a greater measure of legal recognition by the Government of the United States than such product is accorded by the country of its origin.

Resolved, That the singling out of trade-mark and proprietary medicines for the imposition of a special war tax, while refusing to place a similar tax upon articles of other kinds enjoying a like legal protection from the Government, is unjust taxation. All taxes should be equally distributed, and the Committee on National Legislation is instructed to prepare and submit a memorial to the Congress of the United States asking the abolition of the special war tax on medicinal preparations; that in the event such removal of the tax is not deemed expedient by the Congress at this time, then that such a revision of the war revenue tax be had as will extend the burden of the tax to all trade-marks or patented products, thus lessening the tax on medicinal preparations and equalizing the burdens of taxation.

A SYSTEM OF MARKING ADVISED.

Resolved, That the retail drug trade, being greatly desirous of promoting, by every efficient method, the maintenance of full retail prices on proprietary goods, suggest to the manufacturers of proprietary preparations as one means of keeping their products from the hands of aggressive cutters, as also to protect themselves against frauds that are perpetrated on manufacturers of standard proprietary articles, that some method might be adopted with great advantage to all branches of the trade for numbering, marking or effectively identifying the packages of their products by which the goods may be traced from the original purchaser to the proprietor. Some manufacturers have employed similar plans with benefit to themselves, and it is believed that general adoption of such plans would materially promote the success of the efforts of this Association to maintain full retail prices on proprietary goods.

The committee has read the correspondence of the secretary of the Association with the Potter Drug and Chemical Corporation concerning the relations existing between that concern and the Western Pennsylvania Retail Druggists' Association, and the report of the Executive Committee relating to the ineffectual efforts of its chairman to effect an amicable adjustment of the differences between the parties; and it has also heard a statement from the Western Pennsylvania Retail Druggists' Association of the causes which induced that Association to assume the attitude which its members have consistently maintained toward the preparations of the Potter corporation.

The committee, after full consideration of the facts, believing that the attitude of the Potter Drug and Chemical Corporation violates all those business customs essential to the maintenance of the respective rights of the different branches of the drug trade, recommends that this Association direct the attention of druggists' associations to the aggressive hostility of the said concern to the interests of retail druggists.

Estimated Expenses of the Year.

Mr. Holliday, chairman of the Executive Committee, in conformity with a motion by Professor Anderson, introduced at a previous sitting, presented the following estimated expenses of the Association for the ensuing year:

Secretary's salary.....	\$2,000
Assistant to secretary.....	1,000
Printing and postage.....	2,000
Traveling expenses of secretary.....	1,000
Compensation and traveling expenses of Executive Committee.....	1,000
Office rent.....	300

Total \$7,300

On motion, the secretary was authorized to send to the affiliated bodies a sufficient number of the resolutions relating to the Potter Drug & Chemical

Corporation to supply a copy to each member of the affiliated bodies.

Mr. Seeley moved that a vote of thanks be tendered to the donors of special gifts to the Association, and a vote of thanks to the firms that have so liberally contributed to the funds of the Association through the local organizations, which were carried.

Officers for Ensuing Year.

John C. Gallagher, of Jersey City, N. J., Chairman of the Nominating Committee, brought in the following report. Every name as announced was greeted with cheers, that of the President and Secretary being especially well received.

The following were named for the several offices:

President, Simon N. Jones, Louisville, Ky.; vice-presidents, Wm. C. Anderson, Brooklyn, N. Y.; Thos. Layton, St. Louis, Mo.; Alex. M. Robinson, Bangor, Me.

Secretary, Thos. V. Wooten.

Treasurer, Chas. T. Heller, St. Paul, Minn.

Executive Committee: F. E. Holliday, Topeka, Kan.; H. P. Hynson, Baltimore, Md.; J. W. Cheswright, Pittsburg, Pa.; D. E. Prall, Saginaw, Mich.; A. Timberlake, Indianapolis, Ind.; Alfred De Lang, Cincinnati, O.

On motion, the secretary cast an affirmative ballot for the nominee for president, and he was declared elected after the usual formalities.

Mr. Hynson then introduced his successor, and Mr. Jones acknowledged the honor conferred upon him in the following words:

Speech of the Incoming President.

Gentlemen of the National Association of Retail Druggists: This compliment comes to me entirely unexpected. I have never assumed the position of a presiding officer in any organization, and I look upon your action as a compliment not only to me but to my local association and a State association which has so nobly stood by me and done everything I asked for. They have never questioned anything I have done. If I said it was all right it went. I feel this action as a compliment to them as well as to myself. However, gentlemen, in assuming this position I appreciate the responsibility involved in it, and I believe there is going to be a great deal of work for us as things narrow down—small things are more troublesome than large ones. It is often said that when a man goes home from his club he has no trouble to find his house, but finding the key-hole is awful.

I want to say in advance that you may know how I feel about the work of this Association, that it may be I will be a little too aggressive for some of the more conservative members of the Association. I have definite ideas of what I believe belongs to the retailer. It may be extreme, but I believe we ought to concede to the jobber what belongs to him, and to the proprietor what belongs to him. I expect, as far as the National Association of Retail Druggists comes under my province as president, that we shall have everything which belongs to us. I do not think we want any more than that. I feel very grateful to you, gentlemen, for this recognition, and I hope that I will be able to give you such service as may be acceptable to you. I ask your indulgence for such rulings as I may make, because I am not a parliamentarian. I have been a worker all my life in the ranks, and was never elevated to a position of this kind before. I will do the best I can to give you the benefit of what my head and heart dictate, and what little money I have in addition, and that is all I can do for you. I thank you, gentlemen. (Applause.)

Address by the Retiring President.

In resigning the gavel, retiring President Hynson, turning to Mr. Jones, said:

It is with great pleasure that I place in your hands this emblem of your authority, this beautiful gavel which was donated to us by the Apothecaries' Society of St. Louis, and I want to say to you, sir, that if you receive the same

kind consideration from the members of this Association which I have experienced you will give up the chair with such pleasure as makes your heart beat rapidly, for I must turn from my colleagues who face me now, for I fear I should unman myself. The office of president of the National Association of Retail Druggists has been the greatest honor conferred upon me, and I shall always be proud, and my children will be proud, and those that follow, to know that I was the first president of the National Association of Retail Druggists. Gentlemen, I thank you. (Applause.)

On motion, the rules were suspended temporarily and Secretary Wooten cast the ballot of the Association for the following gentlemen:

First vice-president, Wm. C. Anderson, Brooklyn, N. Y.; second vice-president, Thos. Layton, St. Louis, Mo.; third vice-president, Alexander M. Robinson, Bangor, Me.; secretary, Thos. V. Wooten, Chicago, Ill.; treasurer, Chas. T. Heller, St. Paul, Minn.; Executive Committee—F. E. Holliday, Topeka, Kan.; H. P. Hynson, Baltimore, Md.; J. W. Cheswright, Pittsburg, Pa.; D. E. Prall, Saginaw, Mich.; A. Timberlake, Indianapolis, Ind.; Alfred De Lang, Cincinnati, O.

A Plea for Loyalty from New York.

The officers named were declared elected. Felix Hirsman, of New York, and F. B. Stephens, of Ohio, escorted First Vice-President Anderson to the chair, who acknowledged the honor of election in a neat speech, assuring the president and other officers of his hearty support. He said:

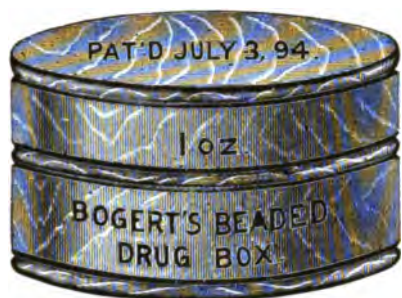
I will assist him and the other officers in every possible way, and endeavor to reflect the credit due this organization in the State I represent—the Empire State of the Union. (Applause.) There is one word I would like to leave with you, and that is one which is dear to every American—the one thing which has been instrumental in advancing our great nation and placing it, as it stands to-day, at the head of the nations of the world—and that is "Loyalty." To-night I would say to the members of this organization, take home with you the words of your first president—be loyal to yourselves, loyal to your business, and above all be loyal to this grand organization of ours and place it in a position where its influence will be felt to the fullest extent and its hopes accomplished. (Applause.)

Secretary Wooten Receives an Ovation.

The remaining vice-presidents made similar acknowledgment, and then came the installation of Secretary Wooten, whose appearance was the signal for an outburst of cheering and applause. In taking the office for another year, Mr. Wooten said:

THE TRIUMPH OF PRINCIPLE.

Mr. President and Gentlemen: I have had plenty of time in which to prepare a speech, but I have had a good deal to do and have not done it. I rather wish I had prepared an eloquent address to deliver to you on this occasion, because your cordiality, it seems to me, justifies it fully. But I want you all to know that I appreciate this evidence of your approval of my work. I am almost surprised myself to find how much it means to me and how this work has become a part of myself almost. Some time ago, when I was not so busy as I am now, I used to read Emerson occasionally, and Emerson says some things worthy of a good deal of thought. He says that we imagine that a great many things are going to give us permanent satisfaction, but that after all the only thing that will ever bring us satisfaction—peace as he calls it—is a triumph of principle. I have become interested in one principle more than in any other, and that is the principle of justice. The city of Chicago is placarded with the title of a book recently issued, "Justice to the Jew." I have not seen anyone who has read the book, or talked to anybody about the book, but every time I see that sign I change it to read "Justice to the Retail Drug Trade of America." (Applause.) You may rest assured that I will give my best efforts during the coming year, as during the past year, to securing for the drug trade of America that to which they are entitled—proper remuneration in proportion to the exactions of the business in which they are engaged. When I was elected a year ago to this position I did not make such



BOGERT'S BEADED TURNED WOOD DRUG BOX

Fifteen sizes in stock, $\frac{1}{8}$ to 8 oz.

Improved appearance apparent to all. No sharp corners, inside or outside. Cover and body always make a neat joint. When used with a band label, the *bead at joint* tells exact point to cut label to remove cover. No advance in price over old style box. In polished finish this box makes a handsome appearance for toilet or tooth powder.



CHEMISTS' PILL BOXES.

Thirteen sizes in stock—No. 00 to No. 8.



SCREW COVER BOXES.

(3-16 Shell)

Seven sizes in stock—1 dram to 4 ounces.



VIAL CASES.

Five sizes in stock— $\frac{1}{2}$ dram to 4 drams.

WOOD TURNING of all kinds, Plain, Polished or Enameled.
TURNED WOOD BOXES, ANY STYLE, SHAPE OR QUANTITY.

If you want a Turned Wood Box for anything, or anything in the Turned Wood line, write for samples and prices.

BOGERT & HOPPER, 162 William St., NEW YORK, U.S.A.

Mills: Maine, New Hampshire and Vermont. Cable Address: TURNBOX, New York.

You Need Colors. Why?

Because the up-to-date druggist can make his own Toilet Waters and Extract better and for only a fractional part of the present cost, if he uses our formulas, which are mostly synthetic products and gathered from the Perfumer's Supplier. Then, color with our GREENS, VIOLET, RED and PINK, all of which are fast-to-sun, stainless, non-poisonous and miscible in Alcohol, Water, Acid and Alkaline.

We quote below a few of the formulas in which we have interested most of the leading druggists in the United States:

BOSTON CARNATION PINK EXTRACT, acknowledged equal to the best French and American makes, costs you to make per pint,	\$0.75
BOSTON CARNATION PINK WATER, costs you to make per gallon,	1.70
LILAC WATER, in itself as a bunch of lilacs, costs you to make per gallon,	1.90
LILAC EXTRACT, eight times stronger than the water, costs you to make pint,	1.05
VIOLET WATER, made on the basis of all the New Violet, costs you to make gallon,	2.40
VIOLET EXTRACT, eight times stronger than the water, costs you to make a pint,	1.30
VIOLET WITCH-HAZEL, the latest money-maker, costs you to make a gallon, . . . . .	.35

All these can be made ready for the market in 20 minutes. We furnish the above formulas and others, FREE to purchasers of an assortment of our colors and oils for the above, amounting to \$15.00, which investment will net you upwards of \$100.

You Make Your Own Cough Mixture, Why Not Make the Above?

EVERGREEN CHEMICAL CO., Color Makers,

25 Lime St., London, Eng.
200 Post, San Francisco, Cal.

134 FULTON ST., NEW YORK.



300 Per Cent Profit!

COSTS \$16.25. SELLS \$48.00.

SPECIAL OFFER.

Good only till December 25, 1899.

To introduce our line of

JULES THERON'S PERFUMES

we offer the following: 5 pounds of any of the following odors, assorted, packed in $\frac{1}{4}$ -lb. bottles, at \$3.25 a lb.

Violette de Parma,
American Beauty Rose,
Maid of Honor Rose,
Gloire de Dijon Rose,
Lilas France,
Queen Louise,
Carnation Pink,
Peau d'Espagne,

Crab-Apple Blossom, Jockey Club.

With the above, we give you with first order 50 5-cent packages Fragrant Breath Perfume, or 1 dozen 25-cent bottles Roman Floral Bath Gems.

OUR PERFUMES EQUAL THE FINEST DOMESTIC OR IMPORTED IN BOTH QUALITY AND STYLE.

JOHN BLOCKI & SON,

56 Fifth Avenue, Chicago.



Kindly mention this Journal when writing to Advertisers.

of a speech, but I took occasion then and there to urge each member of that convention to go home and go to work with his local organization. I am very much gratified that you did what I asked you to do, and the results we have seen here by the reports of the secretary and treasurer. I am going to ask you to-day to do the same thing, only I want you to work a little harder this time so that next year our results may be greater than they have been this year.

A year ago, when I took the office of secretary of this Association, I had everything to learn; office work was new to me. I had not done anything of that kind before. I had had a good deal to do with the details of various kinds of businesses, but the work of getting the most out of the position of secretary with the limited help offered to me was something I had to learn from the start. It has been more embarrassing than it will be now, of course, on that account, but the problems that present themselves are greater than before. The necessity of carrying out that which we had prepared ourselves to do during the past year will be harder than ever before, and I shall expect greater help on the part of the membership of the Association to be given me now than they ever have given before. And when I write to the members of this association that the National Executive Committee in their wisdom has decided that such and such things shall be done I shall expect you to use your utmost efforts to see that their plans are carried out. If you do this I assure you that the results will be entirely satisfactory. Gentlemen, I thank you again for your cordial reception. (Applause.)

Mr. Wooten Pleasantly Surprised.

It was at this point that a pleasant surprise, which had been planned for him by a few of his friends in the Association, was sprung upon Mr. Wooten. Wm. Bodemann sought the recognition of the Chair, before the remaining officers could be installed, and delivered himself of the following little speech:

A year ago when this convention went to St. Louis I had the pleasure of rooming with Mr. Wooten. When he retired at night he pulled off his vest and pulled out an old timepiece which was a key-winder. I asked him why he kept this old key-winder, and he said it was out of loyalty to his father. You are all satisfied and convinced that he has showed this same spirit of loyalty to the National Association of Retail Druggists. You all seem to be of the opinion that Mr. Wooten is perfect to a fault. We in Chicago know better than that. One thing that is wrong with him is that he does not have any idea of time. You saw a little while ago that he did not know when it was time to applaud. (In an absent-minded moment he applauded his own nomination.) I do know, however, that he does not know when it is time to stop work. Sometimes that man has been so tired from work that he did not have the energy to wind up his old key-winder. Therefore, when it was suggested that the National Association of Retail Druggists should hand Mr. Wooten a memento of our appreciation of his loyalty I said: "Why not give him a stem-winder, the stem-winder that he is!" and as a testament to Mr. Wooten I am delighted and proud to ask Mr. Timberlake to come forward and complete the work. (Three rousing cheers for Mr. Wooten were given.)

Presentation by Mr. Timberlake.

As Mr. Bodemann finished speaking, Arthur Timberlake, of Indianapolis, of the committee of five, who arranged for the presentation, advanced to the platform and, handing to Mr. Wooten a case containing a gold watch and chain, said:

Mr. Wooten—The members of this Association, particularly the members of the "Old Guard," who stood shoulder to shoulder at the organization meeting at St. Louis, feel that they cannot allow another year to pass without presenting you with some tangible evidence of the high esteem in which they hold you as a man and of the deep appreciation they have for your unselfish devotion and loyalty to the interests of the National Association of Retail Druggists. The inscription on the watch which I now have the honor to present to you in behalf of the delegates is "A token of esteem presented to Thos. V. Wooten, Secretary N. A. R. D., by delegates of annual meeting, Cincinnati, October 3-6, 1899." We hope you will be spared to wear it many years and to serve for an equal length of time the organization of retail druggists of the country. (Applause.)

A Feeling Acknowledgment.

Mr. Wooten was visibly affected, and it took him some time to recover. In a voice touched with feeling he said:

Fellow Druggists—I have often heard it said by gentlemen in similar positions, "Words fail to express my feelings." I never knew just what that meant until now. My father's watch has been a very great source of satisfaction and comfort to me because he was broken up by his loyalty to a cause that failed—the Southern Confederacy. I have honored my father because of that loyalty, and I assure you no compliment you could possibly pay could be more appreciated by me than the fact that you believe I have been loyal to your interests and will continue to be so. I want you to know that, from the depth of my heart I thank you for this evidence of appreciation, and that I shall be all the more inclined to give the work the very best that is in me. (Great applause.)

The members of the Executive Committee were then installed into office, Chairman Holliday making acknowledgment for his colleagues.

Votes of Thanks

and substantial recognition of services rendered were then expressed to the local Committee of Entertainment, the local press, the pharmaceutical press, to the secretary, and to the stenographer, Miss Fay B. Edsall. In seconding the motion by Mr. Prall, of the Executive Committee, to vote the thanks of the Association to the pharmaceutical press, Mr. Seeley of Detroit, said: "In seconding that motion, I wish to say that the druggists of the country are largely indebted to the pharmaceutical press for the information they have received relative to the work of the Association. I believe that this Association will be more than willing to pass a vote unanimously."

Before final adjournment, Assistant Secretary F. L. Way, of Manchester, N. H., gained the floor and proposed a rising vote of thanks to Colonel John W. Lowe, of New Haven, Conn., the retiring treasurer. In proposing this recognition of Mr. Lowe's valuable services, Mr. Way said:

While we have expressed our thanks to the outgoing officers of this Association, I wish to say that there is one officer who, during the past year, has had a good deal of work to do, and who has done it gratuitously and cheerfully. I refer to Col. John W. Lowe, of Connecticut. I think he is deserving of more than a vote of thanks, but I understand there is no appropriation made for the services rendered by the treasurer. Surely it is an arduous office to hold, and perhaps the first year it has been more trying to the official than it will be in the ensuing years. I believe that we should extend to our ex-treasurer, John W. Lowe, a hearty vote of thanks for his loyalty to our interests and for the hard work he has done during the past year.

The motion was put and carried unanimously. In rising to acknowledge the compliment, Colonel Lowe expressed his regret that increasing pressure of business prevented his taking the office for another year.

This concluded the work of the convention, and the meeting adjourned sine die.

The appointment of

Standing Committees

was left to the incoming president. Chairmen of committees have been appointed as follows:

Committee on National Legislation: Thomas Stoddard, Buffalo, N. Y.

Commercial Relations: Jesse L. Nelson, Jackson, Tenn.

Pharmacy Laws: John W. Lowe, New Haven, Conn.

Transportation: Lewis C. Hopp, Cleveland, O.
Audit: A. H. Miles, Des Moines, Ia.



Review of the Wholesale Drug Market.

It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.

NEW YORK, Oct. 10, 1899.

Condition of Trade.

NOTWITHSTANDING the interruption to business caused by the two days' holiday devoted to the reception of Admiral Dewey by the city, the aggregate business done during the past fortnight has been very satisfactory indeed. One of the most cheerful features of the transactions is that the majority of them were made upon a rising market, the only really important decline having been that of quinine. Opium, which ordinarily offers room for some interesting comment, has been almost at a standstill; there is a growing conviction that when a change comes it will not be toward a higher plane of prices. The entire line of American roots seems to be in a very firm position, and the only questionable point in the position of these roots is that of senega. The details of such market changes as have occurred are given below:

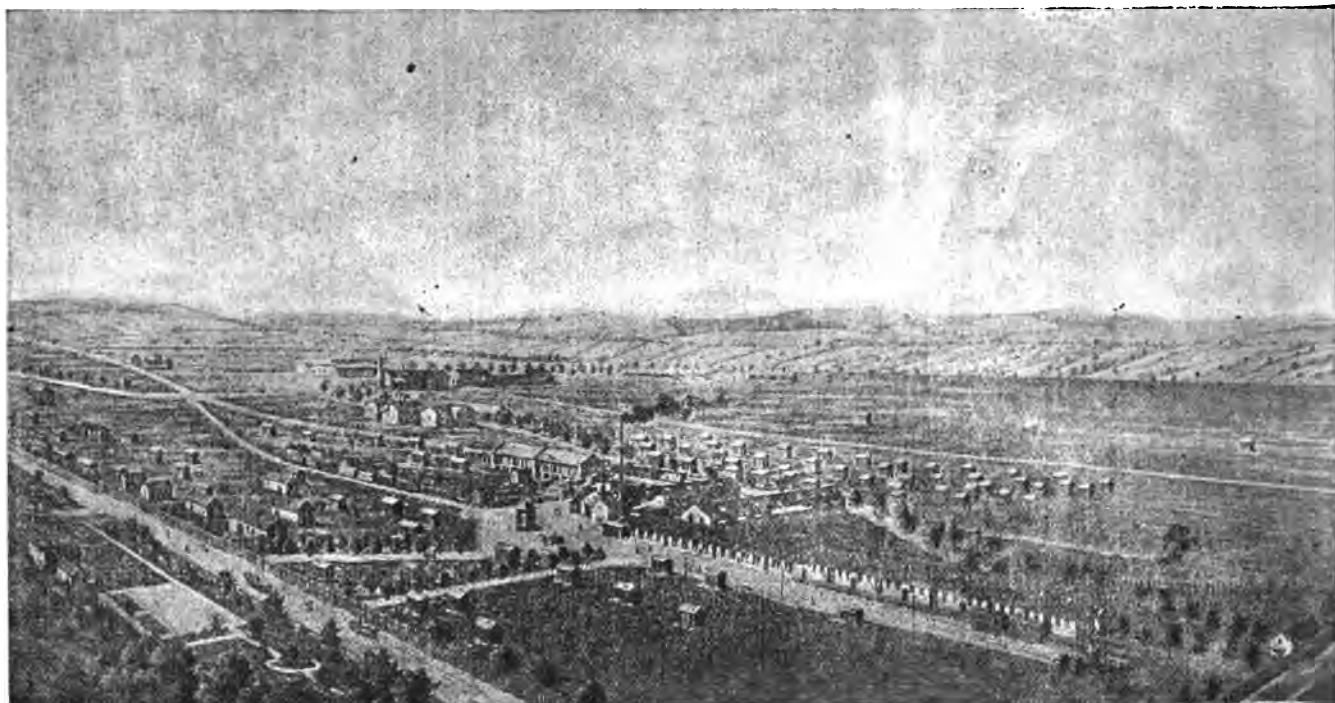
HIGHER.	LOWER.
Buchu leaves, short.	Alcohol.
Balsam fir.	Ipecac.
Castor oil.	Linseed oil
Cocaine.	Quinine.
Coca leaves.	
Ergot.	
Glycerine.	
Golden seal.	
Gambier.	
Santonine.	
Senega.	

DRUGS.

Alcohol has eased off slightly in price under the influence of sharp competition, and we quote \$2.42 to \$2.44 for grain, less the usual discount. Wood alcohol has been advanced 5c. on the lower grades. We quote 80c. for 95 per cent.

Cocaine has again advanced, and is now quoted at \$5.45 to \$5.70 in bulk, and even at these figures quotations are made "without offer," showing that the manufacturers contemplate the possibility of a still further rise in price.

A PAGE and a half of each regular issue of the American Druggist is devoted to a market review along the lines above indicated. Hundreds of our readers have saved many times the price of the subscription by means of the information contained in this department.



SAXLEHNER'S SPRINGS YIELDING THE HUNYADI JÁNOS WATER.

Hunyadi János

"The prototype of all bitter waters."—*The Lancet*, London, 1896.

"Hunyadi János" is the only water exported from Hungary under the name "Hunyadi." It is the only genuine "Hunyadi" water.

No druggist should be without it, it being a household article, well advertised and always in demand.

For prices and terms apply to

ANDREAS SAXLEHNER, 130 Fulton Street, New York.

Branch of the Firm of ANDREAS SAXLEHNER, Budapest.

Sole proprietor of the springs in Hungary yielding the Hunyadi János water.

Kindly mention this Journal when writing to Advertisers.

Advertising Ideas.

Under this heading we shall conduct a practical discussion of store methods and advertising for retail druggists. The Department Editor will be pleased to criticize advertisements, suggest improvements and answer all questions coming within the scope of this department, provided they are accompanied by the name and address of the writer.

ULYSSES G. MANNING,

DEPARTMENT EDITOR.

TO MAKE BUSINESS THRIVE.

HOWEVER much a druggist may wish to emphasize the professional side of his business, he must not overlook the purely commercial part of it.

He is a business man engaged in competition with other business men, most of whom are ready to avail themselves of anything that will give them an advantage. Merit is not as potent a factor in commercial success as it once was. This is deplorable, but none the less true.

High character of stock and service does not count as it should. Worthy stores and worthy men get overlooked in these hustling days unless they do something to attract attention to their worthiness. The admirable features of your business will have no existence for a large share of the public until you make their existence known. Letting people know why your service or goods are desirable is advertising. The mission of this department is to help you give your business proper publicity. It was the first department of this character in any drug journal. It has been and is broader in its scope than advertising departments usually are.

It is intended to give assistance to everything that pertains to business policy or advertising. When a store is rightly stocked and rightly conducted right advertising will always make it thrive.

If your business deserves to grow and does not, or does not grow fast enough, it is probable this department would be of service to you. Its editor has a record of over four hundred letters received from readers, who state that they have received practical and profitable help from the suggestions given them. Short articles on some phase of advertising or some question of business policy are given in every issue. Advertisements are criticised and instructions are given for their improvement. Advertising campaigns are mapped out. Unique methods employed by druggists throughout the

country are noted. Window displays are described, etc.

The intention is to give readers a general survey of what is going on in these directions, and to supplement this help by experienced advice. You are at liberty to ask as many questions as you like, or to apply for any special information that comes under the scope of this department.

The American Druggist offers a prize of two dollars, in books, for the best contribution to this department each issue. This contribution may consist of advertisements, circulars, booklets, etc. It may be a letter describing business or advertising methods that you have found profitable. It may be a description of effective window display. Usually the award goes to the correspondent sending the best ad or batch of ads, but anything else that would be helpful to readers of the department will receive careful consideration in awarding the prize.

Prize Advertisement.

The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize this time is awarded to Ed. M. Swasey, with the Owl Drug Co., San Francisco, Cal.

Honorable Mention

is accorded the following persons on account of the merit of advertising matter submitted by them for this issue:

John R. Thomas, Allegheny, Pa.
H. F. Ruhl, Manheim, Pa.
W. I. Benedict, Belding, Mich.

CRITICISM AND COMMENT.

A Good Booklet.

Editor Advertising Ideas:

I enclose our last booklet, a short story of our prescription department. We are the largest drug concern west of Chicago. We do more advertising than any drug company I know of. We use 67 inches a week in the Los Angeles "Times," and 2,000 squares (a square is seven lines agate) in each of the San Francisco papers, and are about to go in heavier. We do a first-class, legitimate drug business, and believe

in telling the world about it through the papers. We are now using a large catalogue containing sixteen half tones of our stores and laboratory. We have the largest sign on the Pacific Coast, painted on the wall of our laboratory. It is 48x166 feet—7,880 square feet. The letters in the word "Owl" are 44 feet high. Samples of our newspaper ads are enclosed. We talk straight and give prices. More than satisfied with results.

Ed. M. SWASEY,

Adv. Mgr. Owl Drug Co.

San Francisco, Cal.

The booklet sent was the best piece of advertising matter submitted for this issue. In our reproduction it is necessary to set in condensed form without regard to original arrangement. A few of the pages are omitted.

PRIZE ADVERTISEMENT.

Dependable Drugs



WHERE TO GET THEM

Dependable Drugs

In using the adjective "dependable" to describe our drugs, we desire it understood in the strongest sense.

Drugs so absolutely pure and fresh that health and even life may depend upon them.

Drugs in perfect condition to produce active medicine which properly influences the parts of the human organization for which it is prescribed.

Drugs you can depend upon.

Prescriptions

The prescription department of the Owl drug store is as clean as a careful housewife's kitchen.

It is not hid away in a dark corner, but is right in the center of the store, well lighted and open to public gaze.

It was built large and roomy to accommodate half a dozen clerks if necessary.

The walls of this department are covered with shelves containing every drug and medicine used in compounding prescriptions.

Every hour of the day and night two experienced and registered pharmacists preside over this department. They are men of years whose experience covers many thousand prescriptions. They know their business and know it well. They do nothing else but put up prescriptions.

Better, purer and fresher drugs than our clerks put into prescriptions are not made nor produced.

We buy the best that money can obtain, for that is the only kind people will use and keep on using.

Our System

When a customer comes into our store with a prescription to be filled the clerk writes the customer's name on a blank slip and pins it to the formula.

A coupon numbered, for instance, 1, is pasted on the formula; the second coupon numbered 1 is attached to the same slip, while a third coupon also numbered 1 is given to the customer.

The formula and name slip are sent to the prescription room.

The formula is immediately filled, properly labeled, numbered and checked.

By checking we mean that the clerk who fills the prescription reads aloud the name and quantity of the ingredients he has used while his assistant compares them with the original formula.

All possible errors are thus avoided.

The prescription and checking clerks write their names on the label as a guarantee that the prescription has been properly filled.

When ready for delivery the medicine with the name slip is set aside in a prepared place.

Before the customer receives his prescription he must produce the coupon. If the coupon number is the same as that on the name slip there is no possibility of de-

RADWAY'S

R R R

ADWAY'S EADY ELIEF

REMEDIES

(STAMPED AS REQUIRED BY LAW)

are offered to the Retailer at such low prices, per dozen, that they yield him a handsome profit.

Radway's Ready Relief, 50c. bottles	per doz.	\$3.90
Radway's Ready Relief, \$1.00 bottles.....	" "	7.80
Radway's Sarsaparillian Resolvent, \$1.00 bots	" "	7.90
Radway's Pills, 25c. boxes	" "	1.60

These goods always give satisfaction and are staple articles. For over fifty years they have proven steady and ready sellers, owing to their intrinsic merits and the unremitting advertising given them.

We are glad at all times to furnish druggists with new and attractive advertising matter with their imprint, **free of charge**, on application. Large, accurate Thermometers for outside display, Picture Cards, etc. 1900 Almanacs, and Booklets in English, German, Spanish, Portuguese and French now ready.

RADWAY & CO., 55 Elm Street, NEW YORK CITY.



FIKULAX



CHOCOLATE FIG LAXATIVE

AS PALATABLE AS A DELICIOUS CONFECTION

WE WILL
SEND
TO ANY
PHARMACIST
UPON
REQUEST
ONE
FULL-SIZE
BOX
WITH OUR
COMPLIMENTS.

YET POSSESSING THE

PROPERTIES OF AN IDEAL LAXATIVE.
COMPLETE EVACUATION - NOT FOLLOWED BY CONSTIPATION -

WE WILL
SEND
TO ANY
PHARMACIST
UPON
REQUEST
ONE
FULL-SIZE
BOX
WITH OUR
COMPLIMENTS.

Avoids all straining.

Does not disturb digestion.

Produces well formed and painless stool.

Preserves normal calibre of the lower bowel, without irritation.

Most valuable in constipation of pregnancy and for unloading the intestinal tract of children,

Positively compels patient to go to stool daily, thus establishing regularity.

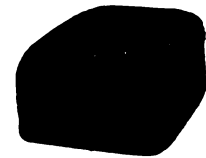
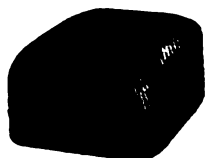
ORDER FROM YOUR JOBBER.

1 Doz. Boxes, - \$4.15

1 Doz. Boxes (SMALL), 2.08

CHAS. ROOME PARMELE CO., 36 PLATT STREET, NEW YORK.

Kindly mention this Journal when writing to Advertisers.



livering the prescription to the wrong party.

The Owl was the first drug store in San Francisco to use this system.

In eight years we have never made a mistake, a fact which proves the accuracy of our way.

The original formula is numbered with the same number as the medicine and filed away in a large scrap book.

Should the owner at any future time desire this order refilled it is only necessary to send us the number which is always written on the box or bottle containing the medicine.

It is an individual number which always represents a particular formula.

Every formula has a different number.

Accuracy

Every prescription is filled exactly as ordered by the doctor and brought to us by the customer.

We never substitute one drug for something "just as good."

We are never "just out" of anything. We can always supply exactly what is required.

Every clerk in our employ is a registered pharmacist and thoroughly competent to conduct any drug store department. But we consider it an unsafe policy for them to fill prescriptions and wait on customers at the same time.

Prescription clerks attend strictly to prescription business and the store clerks wait on trade.

By keeping these departments separate public safety and convenience is assured.

Prices

The practice of charging all the traffic will bear has never characterized the Owl Drug Company's stores.

Dependable drugs at reasonable prices have made our business grow from one small store to three thriving stores.

We were the first to cut the price of patent medicines. We are still selling patent medicines at cut prices, saving medicine buyers from 10 to 40 per cent.

So it is with our prescription business. The character of the drugs used and the amount of labor required regulate the cost of each prescription.

There are so few alike it would be impossible to quote general prices, but we are pleased to give a price on any particular prescription presented.

Cipher Prescriptions

Cipher prescriptions are written in characters unknown to the general druggist and intended for the individual druggist who holds a key thereto.

The only reason a doctor writes cipher prescriptions is to compel the patient to become a customer of the individual druggist.

Doctors who write cipher prescriptions generally receive a commission from the druggist who puts up the prescription.

Druggists who pay commissions to doctors are compelled to charge higher prices for filling prescriptions.

We do not fill cipher prescriptions—neither do we pay commissions to doctors. Honest doctors will not accept a commission.

Convenience

The telephone hangs to the partition of the prescription room—anxious and patient for prompt service.

Do not hesitate to ring up South 356 in all cases—urgent or otherwise. Our messengers will call for orders, large or small, and deliver them far or near.

The Owl is open every minute of the day and night.

Ready, accurate and reasonable.

Written and designed by Ed. M. Swasey, San Francisco, 1051 Market street.

The booklet was printed on heavy buff paper and was neat and attractive. The matter is good, though some of the sentences are a trifle vague. The newspaper ads sent are about what cut rate advertising should be—a brief introduction followed by descriptions and prices.

The success of the Owl Drug Co. and a number of similar concerns is sufficient evidence of the power of good advertising. These concerns have been helped by the cut price idea, but an equal amount of enterprise would bring a large measure of success whether prices were cut or not.



Striking Wrapping Paper.

Commenting on an article recommending distinctive wrapping paper that recently appeared in a trade journal, Mr. A. R. Otis, Kendallville, Ind., says:

"I have used red wrapping paper exclusively for three years, and find it a mighty good advertisement. Nearly everybody for miles around knows my wrapping paper and recognizes it at sight."

Many have used this idea with profit. Have the paper striking and distinctive. If red, have it very red.



Too Modest.

Editor Advertising Ideas:

Enclosed find three ads, which please criticize. I don't think them good enough for competition. Your department has done me much good. I have many favorable comments on my ads. Also won fifth prize, Class C, in Kodak Contest. W. I. BENEDICT.

Belding, Mich.

Mr. Benedict's ads were worthy of being entered in the competition. Two of them were as good as some that have received the award. The ad on toilet cream is the most effectively displayed; the one on beef, iron and wine the strongest in argument. Either of these ads will sell goods. I believe it would pay this advertiser to adopt a distinctive style of display, and then adhere to it.



Making Your Ads Prominent.

Prominence in a newspaper ad is secured by recourse to contrasts. The strongest contrast can always be secured by use of a distinctive type style. Get some type for your exclusive use. It will cost but a little, and if the faces are selected with a view to getting as far away as possible from the type used by the paper the result will be that your ads will stick out like a fly in the cream. The Chicago branch of the American Type Founders' Co. recently issued a circular called "Type Styles for Retailers," which I think can be had by anybody who writes for it.



H. F. Ruhl, Manheim, Pa., submits two ads. The one on cider preservative is excellent. Another on kodaks is good, but is too crowded, part of it being set in nonpareil type. The ad should have been condensed or else had more room given it. The cuts used help the ad, as they illustrate adequately the article talked about.

THOUSANDS of druggists have profited by the advantages derived from reading this department, which forms a part of every issue of The American Druggist.



Our Portrait Gallery

[Contributions for this column are invited. For available articles dealing with the news of traveling salesmen payment will be made.]



GEO. F. MOULTON,
With Henry Allen, New York.

Geo. F. Moulton has been identified with the drug, sundries and glass ware trade for the past 22 years. For seven years Mr. Moulton was with Dean, Foster & Co., of Boston, and for the past 15 years has been with Henry Allen, 138 William St., New York, one of the oldest importing and manufacturing houses in the line. Nearly all this time has been spent in traveling, and probably no salesman now in the business has a wider reputation or is more widely known among the retail and jobbing drug trade of the United States and Canada.

Mr. Moulton's researches among the sanguine retailers and wily jobbers have carried him into every State in the Union and every province in Canada, and he is so favorably known that what he says "goes" without question. He is 45 years old, but looks not over 30 and feels as frisky as a yearling. He says, however, that in his line the glories of the road, when orders were plenty and large, have departed, and instead of the trade rushing blindly into the drummer's net they now have to be angled for in a scientific manner, and it's hard work to land them even then.

NEW YORK. A. G. Miller, who looks after the Connecticut trade of McKesson & Robbins, was among the fortunate travelers whose business called them to town during Dewey week.

THE above column shows the character of matter presented in the Drummerdom Department in each issue of The American Druggist and Pharmaceutical Record. Through this department the Knights of the Grip keep in touch with each other, while their friends in the retail trade are kept posted as to their doings and sayings.

Celerina

MEDICAL PROPERTIES:

Nerve Tonic, Stimulant and Antispasmodic.

FORMULA—Every fluid drachm represents five grains each of Celery, Coca, Kola, Viburnum and Aromatics.

INDICATIONS—Impotency, Spermatorrhoea, Loss of Nerve Power (so usual with lawyers, preachers, writers and business men), Nervous Headache, Neuralgia, Paralysis, Dysmenorrhoea, Hysteria, Opium Habit, Inebriety, Prostatitis, Dyspepsia, and all Languid or Debilitated Conditions of the System.

**Indispensable to Restore a Patient
After Alcoholic Excess.**

DOSE: One or Two Teaspoonfuls three or more times a day as directed by the physician.

PRICE-LIST.

PER BOTTLE (Half-Pound Bottles only), \$1.00
PER DOZEN, 8.85

Celerina is kept in stock by Wholesale Druggists generally throughout the United States, to whom all orders for less than gross lots should be sent. A sample bottle will be sent free to any physician who desires to test it, if he will pay express charges.

TO PHYSICIANS: If your Retail Druggist does not happen to have CELERINA in stock, get him to order it for you, or order it yourself from the nearest Wholesale Druggist.

RIO CHEMICAL CO., St. Louis, Mo., U.S.A.

LONDON, 36 Basinghall St. PARIS, 5 Rue de la Paix.

Lyman, Knox & Co., 374 St. Paul St., Montreal, General Depot for Canada.

MUCH has been said by Retail margins of profit on propriety to the fact that in the case of Canadensis this claim does not hold. druggist a very large profit, as a large about as follows:

**R. S. H. Kennedy's Extract of
Aqua,
M. Sig.: Use as an inject**

S. H. Kennedy's Pinus Canaden commended by Dr. J. Marion Sims profession in those diseases where a indicated, especially as to its wonder We have received thousands of testi those obstinate and annoying diseases which the "flesh is heir" have had than Gonorrhoea and Gleet. We

out seeing some new "infallible" remedy, but upon trial it usually gives dis old routine treatment, as laid down in the text books, with varying success. is generally surprised and delighted with the result.

S. H. Kennedy's Extract of Pinus Canadensis contains all the elements irritating astringent in the Materia Medica. It constricts the mucous mem producing effects of the ordinary astringent.

You will note that in the above combination only two ounces of S. H. above prescription makes an eight-ounce combination, for which you generally which contains twelve ounces, only costs you a little over \$1.00, you see you ally very much smaller, your profit is correspondingly larger. We also man on orders of lots of three dozen or more, which lots can be made up of quan-wholesale druggists. On orders direct from us a discount of 10 per cent

RIO CHEMIC

ST. LOU

LONDON, 36 Basinghall Street.

Kindly mention this Journal when writing to Advertisers.

Druggists concerning the narrow tary medicines. We wish to call at- S. H. Kennedy's Extract of Pinus This is an article which yields the proportion of the prescriptions are

Pinus Canadensis, 2 ounces
6 ounces
ion four or more times a day.

sis is the preparation so highly re- and other prominent members of the non-irritating mucus astringent is ful efficacy in Gonorrhoea and Gleet. monials testifying to its value in es. Probably no two diseases to more remedies suggested for them rarely pick up a medical journal with-

appointing results, until at length the physician in despair settles down to the When, however, he tries S. H. Kennedy's Extract of Pinus Canadensis, he

necessary to combat these diseases successfully, as it is the only reliable non-brane and stops the profuse secretion without the irritating and stricture-

Kennedy's Pinus Canadensis are used, at a very small cost to you, and as the receive about \$1.00 to \$1.50, and as the original bottle of Pinus Canadensis, make a very large profit, and as the proportion of Pinus Canadensis is gener- ufacture Celerina and Aletris Cordial. A discount of 5 per cent is allowed tities of each. All orders for less than gross lots should be made through and 2 per cent is made.

AL COMPANY,
IS, MO.

MONTREAL, CAN., 374 St. Paul Street.

Kindly mention this Journal when writing to Advertisers.

Aletris Cordial

Uterine Tonic and Restorative.

Prepared from the Aletris Farinosa or True Unicorn.

INDICATIONS—Amenorrhoea, Dysmenorrhoea, Leucorrhoea, Prolapsus Uteri, Sterility, to PREVENT Miscarriage, etc.

DOSE: One Teaspoonful three or four times a day.

UNRIVALED AS A UTERINE TONIC in Irregular, Painful, Suppressed and Excessive Menstruation.

It restores normal action to the Uterus and imparts vigor to the entire Uterine System.

ALETRIS CORDIAL

is prepared from the Aletris Farinosa, or TRUE unicorn combined with aromatics. There has been and still exists much difficulty among herb-gatherers and druggists to determine the difference between the true and false unicorn, and hence the merit of the true unicorn is not generally known to the profession. Having made an exhaustive study of the true unicorn, and the results of very extended tests being eminently satisfactory, we are now warranted in offering to the profession the ALETRIS CORDIAL. We know that those physicians who will test it clinically will be much pleased with its action in diseases of the female generative organs.

Where women have miscarried during previous pregnancies, or in any case where miscarriage is feared, ALETRIS CORDIAL is indicated, and should be continuously administered during entire gestation.

Prepared Exclusively for Physicians' Prescriptions.

TO PHYSICIANS—If your Retail Druggist does not happen to have ALETRIS CORDIAL in stock, get him to order it for you, or order it yourself from your nearest Wholesale Druggist.

A sample will be sent free to any physician who desires to test it if he will pay the express charges.

ALETRIS CORDIAL is kept in stock by Wholesale Druggists generally throughout the United States, to whom all orders for less than gross lots should be sent.

RIO CHEMICAL CO., St. Louis, Mo., U. S. A.

LONDON, 36 Basinghall St.

PARIS, 5 Rue de la Paix.

Lyman, Knox & Co., 374 St. Paul St., Montreal, General Depot for Canada.

PRICE-LIST, Half-Pound Bottles Only.

Per Bottle, \$1.00

Per Dozen, 8.35

RETAILERS' PROFIT 100%

DON'T STEP ON A RAT TO KILL IT.

As vermin extirminators are in demand twelve months in the year it would be well to include

STEARNS' ELECTRIC RAT AND ROACH PASTE

in making up next order to your jobber. This preparation is now being extensively advertised in many of the best daily papers of the country, also in the

LADIES' HOME JOURNAL

and the **NEW YORK LEDGER MONTHLY,**

the housekeeper's most popular magazines.

SMALL SIZE,

Retails at 25c. a box.

Price, \$1.50 per doz.

1-2 gross, less 5 %

1 gross, less 10 %

Packed one gross in
a case

weighing 40 pounds.



LARGE SIZE,

Retails at \$1.00 a box.

Suitable for Hotels,
&c.

Price, \$9.00 per doz.

Packed one dozen in
a case

weighing 22 pounds.

Some strong points for your consideration about

STEARNS' ELECTRIC RAT AND ROACH PASTE.

It is exempt from the stamp tax.

It is positively guaranteed to kill all kinds of rats, mice, cockroaches, waterbugs and other vermin.

No bad odors from rats after having been killed by this preparation, which is a very important advantage it has over other articles in use for similar purposes.

In the event of your being unable to procure it from your jobber, we will on receipt of 25 cents in stamps, send prepaid to any druggist two 25-cent boxes of **STEARNS' ELECTRIC RAT AND ROACH PASTE.**

In ordering direct mention the AMERICAN DRUGGIST.

STEARNS' ELECTRIC PASTE CO.,

197 Randolph Street,

Chicago, Ill.

Three Big Premium Offers



TO LEGITIMATE DRUGGISTS.

Good with First Orders
and until Nov. 15, 1899.

DEPARTMENT STORES AND AGGRESSIVE CUTTERS CANNOT OBTAIN THEM.

Reduced illustration of a handsome metal counter display stand beautifully lithographed in colors. One dozen Smith's Improved Menthol Inhalers in each. Smith's Improved Menthol Inhaler. The best Menthol Inhaler in the world; deservedly popular, and retails on sight at 25 cents.

FIRST OFFER. BUY AT \$2.00—SELL AT \$4.00.

1 dozen Smith's Improved Menthol Inhalers.....	Cost	\$3.00	Sell	\$3.00
1-3 dozen FREE.....				1.00
Net profit.....		\$2.00		
		\$4.00	\$4.00	

SECOND OFFER. BUY AT \$5.70—SELL AT \$12.00.

8 dozen Smith's Improved Menthol Inhalers.....	Cost	\$5.70	Sell	\$9.00
1 dozen FREE.....				\$3.00
Net profit.....		\$8.30		
		\$12.00	\$12.00	

THIRD OFFER. BUY AT \$10.80—SELL AT \$24.00.

6 dozen Smith's Improved Menthol Inhalers.....	Cost	\$10.80	Sell	\$18.00
2 dozen FREE.....				6.00
Net profit.....		\$18.20		
		\$24.00	\$24.00	

HOW TO ORDER AND HOW GOODS WILL BE SHIPPED.

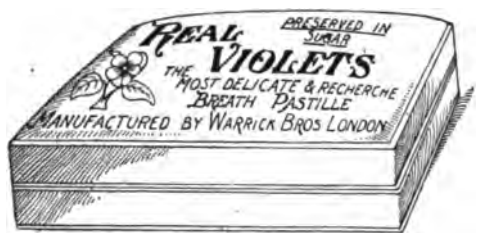
Fill in the coupon below, cut it out and send it to your jobber. He will fill your order, countersign the coupon and send it to us. We will then ship you the premium at once, third-dozen, one dozen or two dozen as the case may be, carriage prepaid. As the season for the sale of Menthol Inhalers is at hand, we invite you to order at once. REMEMBER, this offer is not good after November 15, 1899.

Smith Inhaler Co., 20 Merrimac St., Boston.

Fill in this coupon and send it to your jobber. No premium given without a coupon.

Messrs.....		Date..... 1899.	
Name of Jobber.....		Address.....	
Gentlemen—Please ship with our next order			
.....dozen Smith's Improved Menthol Inhalers @.....		Retailer sign here in ink.	
.....dozen to be delivered by Smith Inhaler Co. Free.		Street and number.....	
STICK YOUR LABEL.		Town and State.....	
Prices: 1 dozen \$2.00, 3 dozen \$1.90, 6 dozen \$1.80. JOBBER will please fill in below in ink, a member of the firm or some-one with authority to do so signing. Then forward to Smith Inhaler Co., 20 Merrimac St., Boston.			
Order shipped..... 1899.		Jobber sign here.	
NO PREMIUM OFFERS ACCEPTED FROM DEPARTMENT STORES OR AGGRESSIVE CUTTERS.		Address.....	
		Name of salesman.....	

Kindly mention this Journal when writing to Advertisers.



Real Violets

PRESERVED IN SUGAR.



The Daintiest Breath Pastille.

Packed one dozen in a box; one-gross and five-gross boxes in a case. Retail price, 10c. a box. A very ready seller and very profitable to the druggist. Include a sample order to your jobber.

WE ARE MANUFACTURERS AND DISTILLERS OF

ESSENTIAL OILS.

Perfumers', Soapmakers' and Confectioners' Raw Materials.

FLORAL WATERS,
FRUIT OILS,
SWEET ALMOND OIL.

VIRGIN OLIVE OIL.

**FILTER PAPER, CAPPING KID, SPLIT SKINS, BEAUDRUCHES, VANILLA BEANS.
DEPOT FOR "IRON JELLOIDS." WRITE US FOR QUOTATIONS.**

Warrick Frères Co. (Inc.), New York.

Office, 85 MAIDEN LANE, NEW YORK.

Manufactory and Distillery, Grasse, France.

Warehouses, London and Paris.

Kindly mention this Journal when writing to Advertisers.

LAZELL, DALLEY & CO.

BEG TO ANNOUNCE THAT THEIR

1899 Holiday Line of Perfumes

IS NOW READY.

The assortment contains

Five Styles to Retail for 25c.,

Seven for 50c.,

Several for 75c.,

AND

a large assortment to retail for from \$1.00 to \$2.00.

DESIGNED TO RETAIL AT POPULAR PRICES, affording the dealer a handsome profit, and put up in attractive styles, we are confident these goods will give entire satisfaction.

BEFORE PLACING YOUR ORDER FOR HOLIDAY PERFUMES let us send you one package of each, of 25 styles, Nos. 300 to 324. The amount of such a sample order will be about \$15.00 list.

HOLIDAY PRICE-LIST ON APPLICATION.

LAZELL, DALLEY & CO.,

Manufacturing Perfumers, New York.

Kindly mention this Journal when writing to Advertisers.

BROMO-CELERY to the Front!!



Consumers buy Bromo-Celery because they prefer it. The trade buy Bromo-Celery because it is well advertised and a good seller at a good profit.

SPECIAL OFFERS.

Offer No. 1.

Bromo-Celery, Net
\$6.35, as follows:

4 doz. Bromo-Celery, 10c. size, at \$0.70—\$2.80
1 " " " 25c. " " 1.75—1.75
½ " " " 50c. " " 3.60—1.80
1 " " " 10c. " " Gratis.
\$6.35

Offer No. 2.

Bromo-Celery, Net
\$12.00, as follows:

7 doz. Bromo-Celery, 10c. size, at \$0.70—\$4.90
2 " " " 25c. " " 1.75—3.50
1 " " " 50c. " " 3.60—3.60
\$12.00
Less 5 per cent..... .60—\$11.40
1-6 doz. Bromo-Celery, \$1.00 size (¾), Gratis.

Offer No. 3.

Bromo-Celery, Net
\$20.00, as follows:

13 doz. Bromo-Celery, 10c. size, at \$0.70—\$9.10
3½ " " " 25c. " " 1.75—6.13
1 " " " 50c. " " 3.60—3.60
1-6 " " " \$1.00 " " 1.17—1.17
\$20.00
Less 10 per cent..... 2.00—\$18.00
1-6 doz. Bromo-Celery, \$1.00 size (¾) Gratis.

Above specified quantity lot orders may be changed or exchanged for Bromo-Celery equivalents at any time to suit your trade. Special offers on \$50.00, \$100.00 and up quoted on application.

MORLEY DRUG CO., - - - Chicago.

DISTILLED EXTRACT OF WITCH-HAZEL



MADE EXCLUSIVELY FROM TRUE WITCH-HAZEL TWIGS OR BRUSH.

15 PER CENT GRAIN ALCOHOL.

Absolutely Free from Wood Spirits.

Every package shipped subject to Buyer's Approval.

S. W. GOULD & BROS.,

**DISTILLERS OF WITCH-HAZEL EXTRACT
AND DRUG MILLERS**

MALDEN, MASS.

Write for samples and quotations.

MORLEY DRUG CO., Distributors, Chicago.

Kindly mention this Journal when writing to Advertisers.

You can own an International Mail Order Business.

Must Be Quick.

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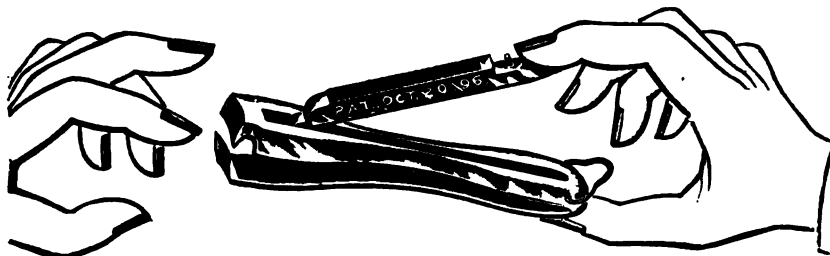
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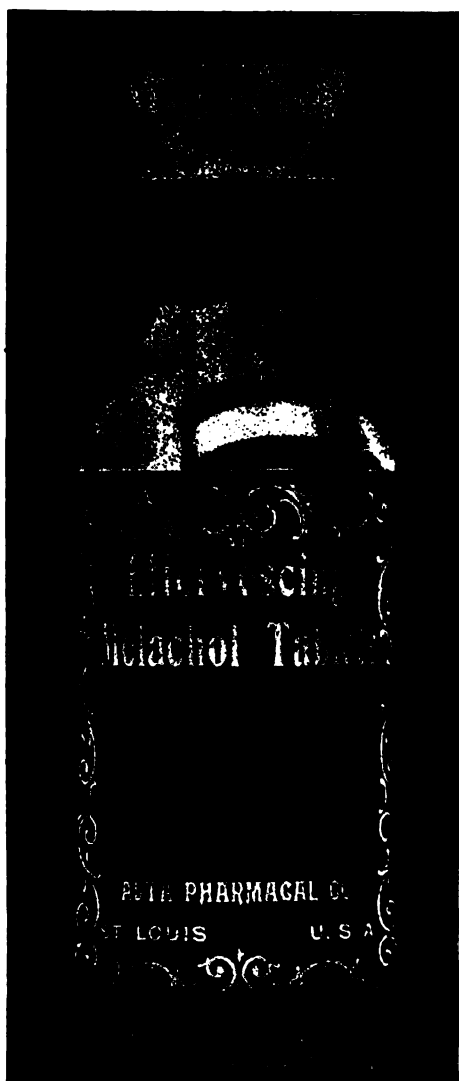
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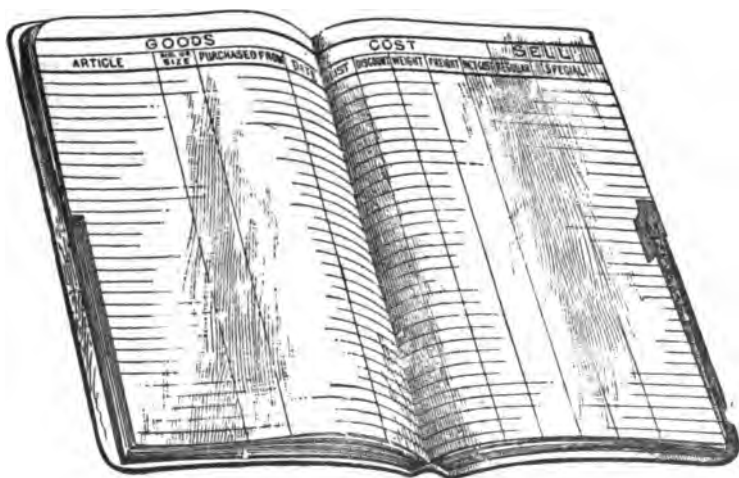
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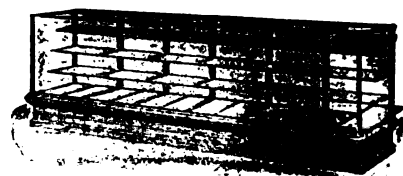
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Vol. XXXV. No. 9.
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A NEW WORK ON STRUCTURAL BOTANY.

THE primary object of the study of pharmaceutical botany is the interpretation of the descriptions of drugs found in the Pharmacopoeia, with such modifications thereof as are impending, and of similar descriptions such as are constantly appearing in the pharmaceutical press. The modifications likely to be undergone by the descriptions of the Pharmacopoeia refer chiefly to increased attention to the structure of drugs, as seen in sections and in their powders. In other words, it is the principles of vegetable pharmacognosy which chiefly concern pharmaceutical students. This fact received recognition some years ago in Flückiger's "Grundriss der Pharmakognosie," and later in the "Essentials of Pharmacognosy," by Rusby and Jelliffe. The latter authors have revised and amplified their "Essentials of Pharmacognosy," or have, rather, utilized it as a basis for a new and much larger work, which they now present under the title "Morphology and Histology of Plants."*

This ground has already been covered in the "Essentials of Pharmacognosy," which the book under review is replacing, but has been further elaborated and improved, especially in the department of microscopical botany or vegetable physiology in the volume under review.

The most striking feature of the present work is its practical recognition of the fact that the mere enumeration of dry details of plant-description is not conducive either to the interest of the student or to the impression of such facts upon his memory. These details have therefore been entertainingly woven through an account of the morphology of

the parts—the history of the development or evolution of plant-characters. Necessarily, much of the physiology of both the gross and minute structure is developed. The work would thus appeal to us rather as a general than as a technical botanical text-book, were it not for the very general use in illustration of medicinal plants and drugs, and the frequent application of the principles taught to the practical use of the pharmaceutical student.

While the volume deals chiefly with the flowering plants, care is taken to elucidate the vegetative and reproductive relations of these to the Cryptogams, and a long chapter is devoted to an account of the principal types of the latter.

Full and concise chapters are devoted respectively to Classification and Nomenclature, Dissection and Analysis of Flowers, Fruits and Seeds, and the Collection and Preservation of Plants and the Making of a Herbarium.

The richness of illustration is remarkable. The title-page claims 693 illustrations, but nearly 100 of these, in Part II., include several figures each, usually of different subjects, so that nearly 1,000 illustrations might with entire justice be claimed. The subject of the stigma, for example, is illustrated by probably more figures than have appeared in this connection in all preceding American text-books combined. These numerous figures of the different plant-parts have been so chosen as to illustrate the gradations and limits of variation in different directions. It is really difficult to find anything lacking in the matter of illustrations of the topics taught, and the illustrations are uniformly fine.

The arrangement is pedagogical rather than evolutionary. The assumption so frequently made by modern biological writers that the human mind should conform in its workings in relation to plants and animals to their chronological occurrence, is repudiated by the present authors. Simplicity and naturalness of presentation has been assigned first importance, and the order of study is from the known to the unknown, from the simple to the complex, from the whole to the part, from the natural examination

*Morphology and Histology of Plants, Designed Especially as a Guide to Plant-Analysis and Classification, and as an Introduction to Pharmacognosy and Vegetable Physiology. Part I. The Morphology of Plants, by Henry H. Rusby, M.D., Professor of Physiology, Botany and Materia-Medica, College of Pharmacy of the City of New York, etc., etc. Part II. Plant Histology, by Smith Ely Jelliffe, M.D., Ph.D., Professor of Pharmacognosy and Director of Bacterial and Microscopical Laboratories, College of Pharmacy of the City of New York, etc., etc. With 693 Illustrations. New York: Published by the Authors. 1899.

to the use of the compound microscope. All the modern theories which can be regarded as acceptable by the authors have been adopted into the work, so that its teachings may be regarded as thoroughly up-to-date. The language is clear and free from ambiguity and requires no instructor for its interpretation.

The index is a remarkably full one, every subject being referred to by reference and cross-reference, so that it may be found under any title by which it is likely to be sought. The index references are to figures as well as to pages.

On the whole, the work is one alike creditable to the authors and to American pharmacy, and we confidently look forward to its early adoption as a textbook by many schools and colleges.

THE FUTURE OF PHARMACY.

THE announcement is made from practically all the schools of pharmacy that the number of matriculants is larger at this session than ever. This is an indication that the rapid development which has been taking place in pharmacy of recent years is appreciated by the beginners in pharmacy, who wish to place themselves in a position to keep pace with that development.

From the scientific point of view the future of pharmacy is bright and holds much in store. The standardization of drugs requires considerable knowledge and skill on the part of the pharmacist, and the adoption of the principle of standardization in the new British Pharmacopoeia gives testimony to the wisdom of the action previously taken along that line by the revisers of our own standard. There is a quite evident sentiment in favor of a still further extension of the principle of standardization in the approaching revision of our own Pharmacopoeia, which will no doubt result in a considerable addition to the list of standardized drugs and preparations in the forthcoming edition of our national authority on drugs.

In commenting on this change Dr. D. J. Leech, in his inaugural address before the Pharmaceutical Society of Great Britain, recently said:

There are doubtless many who still believe that the active principles so far obtained do not represent the entire curative power of drugs—that the minute quantities of other principles present, and what is called their natural combination, exert a subtle influence which renders the preparations of a drug more useful than the chief active principles which can be extracted from it or any possible artificial combination of them. In forming an opinion on such points, however, there is much room for the exercise of the imagination, and some of the differences now supposed to exist between the effects of preparations of drugs and their active principles are, I suspect, due to this.

Anyway, it is certain that as the active principles and their exact pharmacological action has become better known reliance on them has increased, and there has been a greater tendency to think of the preparations of such drugs as belladonna and nux vomica in terms of atropine and strychnine, whilst even in a drug like opium, which contains other active alkaloids, it is generally recognized that the value, as a sedative at least, is determined by the morphine. There can be little doubt that an important feature in the next Pharmacopoeia will be an increase in the number of drugs standardized. Now, between standardization and the use of active principles instead of crude drugs there is only a short step, and though for many a day the galenical preparations which have been in vogue for centuries will be used still, they will, I think, to a large extent, gradually be edged out by the active principles. The process, has, indeed, already begun; the large number of granules, tablets, pilules, etc., now employed, containing fractions of a grain of active principles, points to a coming change, and the (British) Pharmacopoeia of 1898 has recognized this to some extent by laying it down that the drugs contained in the new forms must answer to the ordinary tests for purity. As the belief in the utility of active principles increases, pharmacists will be required to know more concerning the amount contained in drugs, what possible changes they may undergo inside and outside the body, and the exact chemical relationship between the various drugs; he may be called upon, too, for information as to the toxic effects of these principles. For all this he must be well and widely trained in science.

Another phase of the future of pharmacy was touched upon by Dr. E. M. Houghton in a paper presented at the Put-in-Bay meeting of American Pharmaceutical Association, namely, the need of accurate information concerning physiological action. This is also mentioned by Dr. Leech, who, in referring to the bewildering rapidity of the growth of the lists of new medicinal chemicals, said: The pharmacist is often called upon now to give explanations of chemical points, and, unless the present system of medical education is altered, and a real knowledge of chemistry and pharmacology made compulsory, a time will shortly come when the functions of the pharmacist will be greatly widened, and in addition to being an intermediary between the manufacturing chemist and the doctor for the supply of the new compounds, he will be an intermediary also for explaining to medical men who use these compounds—which are constantly increasing in complexity—the chemical reasons for their value, the changes which they may undergo inside and outside the body, and the dangers which may arise from these changes. To fill this role the pharmacist will be obliged to have not only an advanced knowledge of chemistry, but some idea of physiological action.

The growing frequency with which the pharmacist is called upon for assistance in chemical, microscopical and bacteriological work is quite noticeable, and the greater the reliance placed upon these aids to diagnosis the greater will be the demands made upon the pharmacist by the physician, for the curriculum of medicine is now so overcrowded that it is not to be expected that the physician will become, in addition to his manifold other accomplishments, an expert analyst, microscopist and bacteriologist.

WHERE DO THE POOR DRUGS GO?

THE primary motive for the call for the meeting which resulted in the formation of the American Pharmaceutical Association was to ensure the institution and enforcement of some sort of regulations which would prevent the importation of unsound, impure or sophisticated drugs. As a consequence of the agitation begun at that meeting in 1851 the importation of drugs of inferior quality is prevented by the customs authorities. But what of those drugs which, being indigenous, do not have to pass the scrutiny of the customs experts? And what becomes of the imported drugs which deteriorate before entering into consumption, as must sometimes happen? Possibly the drug grinders can tell us. The significant fact that powdered drugs are sometimes and from some hands purchasable at lower prices than whole drugs is referred to in the report of the minority of the Committee on Adulteration of the National Wholesale Druggists' Association, which was presented in our "Convention Extra." May not this fact furnish the answer to the very pertinent question "what becomes of rejected drugs?"

Every manufacturing pharmacist rejects thousands of pounds of drugs every year as being either worthless or at best not up to the commercial—not to say anything of the Pharmacopoeial—requirements. Are these drugs burned up? If so we never hear of it. The Philadelphia "Medical Journal," in referring to this subject, says: "No reputable pharmacist or manufacturer will use inferior drugs in making fluid extracts or other preparations, and our best manufacturing houses employ skilled chemists to standardize all drugs, and, although these standards are yet to a large extent simply a 'law unto the house,' inasmuch as very few have been adopted by the United States Pharmacopoeia, it is obvious that physicians must depend upon the reputation of a maker for honesty, skill and ability to furnish reliable products. In the cases of such drugs as opium, cinchona and nux vomica, and others which depend for their activity upon alkaloids, it has been possible to fix official standards, and these are recognized by the custom-house authorities in various ports of entry, and it is possible to keep such inferior foreign drugs out of the country, but what becomes of ergot, belladonna, canabis indica, digitalis, and a host of others for which no official standard is supplied? Obviously, indigenous drugs are subjected to the operation of no law for admission into the materia medica, and the conscience of the manufacturer alone regulates the quality of the preparation. But what becomes of the rejected drugs?"

Prize Essay.

Brief, bright essays on subjects of interest to pharmacists are invited for the Prize Essay Department of the "American Druggist." For every article printed, long or short, the "American Druggist" will fortnightly pay \$5.00.

display, Fig. 3, which was really the most effective of the four here illustrated, though a good deal of the effect depended upon the colors, and is therefore lost in the photographic reproduction. The greatest labor involved in this display was in making the arch, which filled the top of the window. This was made by laying boards on the floor to a sufficient space to fill the window, drawing the semi-circle which forms the top of the arch by means of a pencil attached to a string and sawing out the curve thus laid out. The boards were fastened to-

WINDOW TRIMMING FOR DRUGGISTS.

BY FRED A. CASTENHOLZ,
Muskegon, Mich.

THE drug trade is at last awakened to the fact which other lines of trade have long realized, that the front part of the store, and especially the window, is seen by thousands of people who would never enter the store unless attracted by some especial display visible from the sidewalk. This fact being realized, the question rises as to the best manner of utilizing the window for attracting the attention of the passerby. The four cardinal points in window dressing are cleanliness, good taste, frequent change and the avoidance of the appearance of crowding.

The window to be attractive must not only have clean glass, but must have it brightly polished. Do not try to put in samples of all your stock at one time, but confine the display to one article or one class of articles. Above all things, avoid crowding.

Window dressing is by no means so expensive a method of advertising as many think. I present here illustrations of four windows trimmed by me for

and the windows shown here required about 15c. worth for each. Somewhat better effects can be obtained from the use of cheese cloth or crepe paper, but for general use these are rather expensive.

The first illustration, Fig. 1, shows a simple, but very effective, trim made with toilet paper. The background is of deep red tissue paper, and this was put in first. A pyramid of steps was then built by the use of small packing boxes and on the top of this pyramid a small keg was placed, the whole being covered with the red tissue paper, and the toilet papers



Fig. 1. Toilet Paper Window Display.

Fred Brundage's "big drug store" in Muskegon, the cost of none of which was above 25c. The principal item involved was that of labor.

For filling out blank spaces, I have used the cheap American tissue paper, which costs at retail about 10c. a quire,



Fig. 2. Sen-Sen Window Display.

then arranged as shown in the illustration.

It is always advisable to put price cards on the articles displayed, as people would like to know the cost of goods, but frequently will not take the trouble to ask, and a possible customer may thus be lost.

Fig. 2 shows a Sen-Sen window, which was very effective indeed and which is particularly interesting as showing what can be done by the proper use of advertising matter furnished by the proprietors of popular preparations. This advertising matter too often is stuck away behind the counter, where it is utterly wasted. Whereas, if properly utilized, both the proprietor and the retailer will be benefited. In the case of the Sen-Sen window, the manufacturers furnished all the material necessary for a window display with the exception of the background, which I made up in bright red tissue paper. The stand on which the display was made was built up, as in Fig. 1, by the means of packing boxes.

The next window shown is a toilet soap



Fig. 3. Toilet Soap Window Display.

toilet soap display, Fig. 3, which was really the most effective of the four here illustrated, though a good deal of the effect depended upon the colors, and is therefore lost in the photographic reproduction. The greatest labor involved in this display was in making the arch, which filled the top of the window. This was made by laying boards on the floor to a sufficient space to fill the window, drawing the semi-circle which forms the top of the arch by means of a pencil attached to a string and sawing out the curve thus laid out. The boards were fastened to-



Fig. 4. "Baby" Window Display.

background, the centre of which is covered with white and the sides with green tissue paper. Then puff white paper over the green and green paper over the white. If you have no picture for the centre, make a neat sign and put it in the centre, arranging the paper around

its edges. Now cover the steps with green tissue paper, put the arch in place, close up to the glass, and make a tray, as shown in the illustration, for the bottom of the window, resting the inner edge of the tray on the second step and filling the tray with white, green and mottled soaps of all kinds in symmetrical order. Then fill in the balance of the window with fancy toilet soaps, not forgetting to put in price cards.

Fig. 4 shows a "baby" window display which not only attracted a great deal of attention, but brought excellent results in the way of increased trade. The design was to have in the window everything carried in stock that is intended for the use of "the baby." The circular opening in the window is made by sawing out a duplicate of the arch and putting the two semi-circles together. Cover this with white and green puffing, putting a few baby pictures partly under the paper, as shown in the cut. A few baby dolls add very much to the effect of the display, which is made up of baby foods, teething rings, nursing bottles, baby sponges, baby powder, puff boxes and anything else which the druggist may happen to have in stock which is especially intended for that important personage, "the baby."

PHILADELPHIA COLLEGE.

First Pharmaceutical Meeting of the Session.

Analysis of Essential Oils—Medicine in Colonial Days—Wood-Pulp Poultices.

For quite a number of years the Philadelphia College of Pharmacy has held a series of "Pharmaceutical Meetings" from October to May, inclusive. The object of these meetings is the presentation of original communications, the exhibition of specimens and new forms of apparatus and the discussion of subjects of general and scientific as well as of practical interest to pharmacists. They are open not only to members of the College, but to all who are in any way interested in pharmaceutical matters.

The first meeting for the series of 1899-1900 was held Tuesday, October 17, when an appreciative audience assembled in the Museum of the College to welcome, and to profit by the presence of, the speakers announced for the occasion. Prof. Jos. P. Remington, Dean of the Faculty, was chairman, and Miss Florence Yaple acted as secretary.

Analysis of Essential Oils.

Dr. Clemens Kleber, of New York, chemist for the firm of Fritzsche Brothers, was first introduced, and read a valuable paper on "The Analysis of Essential Oils."

The author called attention to the fact that in spite of the numerous contributions of a great number of the most eminent chemists, the chemistry of essential oils is still far from being concluded, and that numerous problems about the variable composition of these oils, the inner relation of their constituents and the processes leading to their formation in the plant still are awaiting solution.

He spoke of the variability of essential oils under different conditions of cultivation, preparation and keeping, and the difficulty resulting therefrom on one side to formulate strict requirements for

their properties with regard to their use in medicine and industry, and on the other, to isolate their constituents in a condition unchanged by the methods of chemical analysis. Though it is impossible to construct a fixed scheme after which any analysis of essential oils could be conducted, a number of rules were specified which tend to avoid some mistakes frequently made in investigations in this line. Various suggestions were given about the separation of crystallizable bodies, of aldehydes and ketones, acids, phenols and lactones, esters and alcohols, and the methods of fractional distillation under ordinary and reduced pressure, together with various contrivances found practical by the author in his own investigations were described. An appendix was also given of the more important constituents of essential oils, together with the melting and boiling points of such of their derivatives as are serviceable for their identification.

Early History of Medicine in America.

Prof. John Uri Lloyd, of Cincinnati, whose versatility of talent is so well known to pharmacists everywhere, was present and made some most interesting and instructive remarks on the early history of medicine in America, with special reference to the origin of the Eclectic School of Medicine. After some rather felicitous remarks Professor Lloyd said that he proposed to give the early record of schools of medicine in America, beginning with the year 1798. Perhaps the first man to study the *materia medica* of this country was a talented old German, who came as a Hessian soldier to serve in the army of Cornwallis. He afterwards went through the country studying and gathering medicines, and on his return to Europe published the results of his labors in the Latin language.

The first English work on *materia medica* in this country was that published by B. S. Barton, of the University of Pennsylvania, 1798. In 1801 a second edition appeared, and in 1804 a second part to the work was published.

Following Barton came a man belonging to the irregular school of medicine—Samuel Thompson. He was opposed to the colleges, and believed in setting aside the old teachings. His great precept was that heat is life and cold is death. He believed in Lobelia and Capsicum, and a course with him meant sweating, vomiting, etc. For his radical doctrines he was much persecuted, and at one time was put into jail in Massachusetts on a charge of having killed a patient by the administration of lobelia.

Later on he went to Ohio and began to practice medicine and grant patents promiscuously to any person who would take his course of instruction and buy his book, the cost of which was \$25. Thus originated the present system of patents. Though we may ignore his merits, he was much kinder than the regular physicians at that time, who practiced bleeding and similar treatment, and so it was that Thompson came as a reformer.

Then came Beech, who proposed to reform Thompson. His methods were kindlier, and very soon the followers of these two were antagonistic, and these in turn were opposed by the regulars. Thus matters went on until the followers of Beech established a School of Medicine at Worthington, O. To further differentiate Eclecticism from Thompsonianism Professor Lloyd said that it is a mistake to suppose that Eclectics will not use any minerals. On the contrary, they

will use any medicine that will do the work. It is the abuse of remedies rather than their use to which they are opposed. For example, it seemed to them that calomel was being used too much, and other medicines, as podophyllum, were suggested in its stead.

While the Eclectics and Regulars are still not as friendly as they might be, there is nevertheless room enough for all working in lines of research and for humanity. The prominent schools, namely, the homeopathic, the regular and the eclectic, are coming to recognize the merits of each, and to let the bad go by. The point was also made that the field of research is just as wide and inviting now as it ever was.

The next item on the program was the exhibit of specimens, apparatus, etc. Professor Remington called attention to a new form of apparatus for filling capsules, which is the invention of Mr. Ihrig, of the firm of Emanuel & Ihrig, of Pittsburgh, Pa., and has the merit of being operated very quickly. Mr. Jos. W. England exhibited a Gilchrist Jar, which is superior to other makes in the respect that it had a cone-shaped porcelain-lined cap, which presses the contents of the jar down, and by the act of screwing on the cover all of the air is excluded. The jar has also a mouth wide enough to admit the hand, and for these reasons appears to be well adapted for preserving various kinds of specimens. Prof. Henry Kraemer called attention to a kind of bezoar, which was formed from the hairs of Nux Vomica, during the process of sifting the powder, which had been presented him by Messrs. Gilpin, Langdon & Co.; also to yam starch, which had been used as an adulterant of colchicum, and to a growing Aloes plant, from a cutting obtained by C. G. Lloyd in Barbadoes.

Wood-Pulp for Poulticing.

Frederick T. Gordon, Naval Apothecary at League Island, was present and contributed to the interest of the meeting by referring to the use of "wood-pulp" as a substitute for flaxseed meal and other substances in poultices, and also to its use in the application of antiseptics, ointments, oils, etc. The article recommended by Mr. Gordon is the crude wood-pulp in the form of sheets in which it is manufactured for use by paper manufacturers, the so-called "unbleached" pulp being preferred to that which has been treated by sulphites and other bleaching chemicals.

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Opii pulv 1 gr.
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Strychninae citrat. 1-60 gr.

Mix. One pill.

PILULAE "JANEWAY."

Res. podophylli 1-3 gr.
Aloes 1 gr.
Ext. belladonnae ¼ gr.

Mix. One pill.

Pharmaceutical Progress.

New Remedies—Improved Processes—Modern Inventions—Wrinkles in
Dispensing—Tests and Reactions.

A New Convenience in Rubber Plasters.—The Helfenberg laboratories have introduced a form of spool for rubber plasters which has attached to it a movable saw edge by which the strip of plaster may be cut as desired. The arrangement is patented in Germany (D. R. G. M. No. 116,897).

Johannis-Lithia Water.—Johannis-Lithia Water has been placed on the market containing 10 grains of lithium carbonate to the gallon. It is claimed that this is just the strength required to obtain the best results, the natural carbonated Johannis water being the ideal medium for the administration of the drug.

Epinephrine.—According to J. J. Abel (B. & C. Druggist), epinephrine, the active material of the suprarenal capsules, can be separated from aqueous extracts as a benzoate. It appears to resemble the alkaloids in many respects, and has the formula $C_{17}H_{15}NO_4$. By conversion into salts this body appears usually to lose its activity.

Oxymethylphthalimid.—On heating phthalimid with formaldehyde, whether at the ordinary or under increased pressure, a condensation product results, which is known as oxymethylphthalimid and which has been recommended as an antiseptic. The method of manufacture outlined above has been patented (D. R. P., 104, 624), in Germany.

To Preserve Ergot.—Pees (Jour. de Pharm. et de Chim.) recommends that a small tube be placed in the container in which the ergot is held, and this filled with potassium sulphate, upon which formaldehyde solution is sprinkled. The formaldehyde must, of course, be renewed from time to time. Veniez has preserved ergot unchanged for years over unslaked lime.

Fluid Extract of Hydrastis.—Linde has directed attention to the fact that the sediment left in fluid extract of hydrastis on standing for some length of time contains more or less free hydrastine, and in order to avoid the separation of this active constituent, Bettink and von Selms (Ned. Tijd. v. Pharm., 1899) recommend the addition of 0.1 to 0.2 per cent of tartaric acid to the fluid extract.

Poisoning With Extract of Male Fern.—A case of poisoning by male fern was recently reported (Munch. Med. Woch., 1899, p. 1220) in which severe nervous symptoms developed. About 5 grammes (75 grains) of the remedy were taken, but the major portion of this was vomited up almost immediately. No castor oil had been given. C. Walko, who reports the case, made a study of the subject and came to the conclusion that the poisonous constituent was always present, but that the symptoms of poison-

ing only appeared when the body failed to decompose the toxic constituent, which it does under normal conditions, or when, through continued use, a cumulative effect is brought about or when the drug is not removed from the intestinal tract soon enough by the administration of a purgative.

The Coloration of Carbolic Acid.—J. Walther (Pharm. Central., 1899, 199) advanced the theory that the red coloration of carbolic acid was due to its oxidation through the action of hydrogen peroxide, which in turn was formed by the action of the iron present in the glass under the influence of air, light and water. A. Conrady (Apoth. Zeit., 1899, 138) differs from Walther on this matter, since, according to his studies, there is a direct formation of an iron compound with the carbolic acid. The silicic acid with which the iron was combined in the glass is precipitated on the formation of the phenol compound. In the second place, absorbed ammonia might possibly cause the coloration, and, lastly, the suggestion is advanced that the aldehyde present may be a factor in the coloration since the receptacles in which the acid is placed are frequently rinsed with alcohol, and the alcohol left would then be converted into aldehyde through the action of carbolic acid. On adding hydrochloric acid and warming slightly the aldehyde, coloration is intensified, whilst in an acid containing iron, a yellow coloration appears without warming; in a sample containing ammonia, a whitish vapor appears on the addition of hydrochloric acid.

The Estimation of Digitoxin.—Altan and Kolo (Rep. de Pharm.) recommend the following method for the estimation of digitoxin—the active principle of digitalis leaves—in the extract or tincture of this drug. Two grammes of extract—or a corresponding amount of tincture—are dissolved in water up to 222 grammes. Twenty-five Cc. of solution of subacetate of lead are then added, and the liquid is filtered; 132 grammes of the filtrate are taken, to which are added 5 grammes of sodium sulphate dissolved in 7 Cc. of water. The excess of lead is precipitated after the liquid is allowed to stand for four or five hours. The liquid is again filtered, and 130 grammes of the filtrate are taken. To this 2 Cc. of 10 per cent ammonia and 30 Cc. of chloroform are added. After shaking the chloroform is decanted, and the extraction is repeated three or four times. The chloroform is filtered through paper already moistened with chloroform, and the solvent is recovered or evaporated. The residue is dissolved in 3 Cc. of chloroform and to the solution 7 grammes of ether and 50 grammes of petroleum ether are added. After standing four or five hours the digitoxin is separated and can be dried and weighed. The weight found corresponds to half the quantity of substance used.—B. & C. Druggist.

Gathered Formulas.

Hot Soda Hints.

THE increasing sale of hot soda water in the drug store has led to a vast improvement in the character of the apparatus used in dispensing it. The only absolutely essential requisites are a can of hot water, a bottle of syrups and a mug. From this all the way up to a thousand dollar fountain can be used, according to the circumstances of the particular case. Whatever the apparatus selected, however, the syrups should be carefully prepared according to the very best formula. Below we give a selection of formulas of approved merit for such syrups as are most popular at the hot soda fountain:

HOT BEEF TEA.

I.

Best beef extract, 1 tablespoonful.
Sweet cream 1 oz.
Pepper and salt.
Water 7 ozs.

II.

Extract of beef 7 ozs.
Table salt 1 oz.
Hot water 4 pts.

Dissolve the extract and the salt in the hot water and allow to cool.

BEEF BOUILLON.

Beef tea (as in II.) 4 pts.
Worcestershire sauce 2 drs.

HOT CLAM BROTH.

I.

Clam juice 2 ozs.
Sweet cream 1 oz.
Pepper and salt.
Water 6 ozs.

II.

Clams 25
Clam juice 4 pts.
Arrow root 2 ozs.
Salt 4 ozs.
Water 1 qt.

Chop the clams up fine, mix the whole together and boil for ten minutes; allow to cool and then strain.

HOT CLAM JUICE COCKTAIL.

Clam juice 2 ozs.
Lemon juice, 3 dashes.
Pepper and salt.
Water 6 ozs.

CHOCOLATE SYRUP.

Baker's chocolate, 3 cakes.
Cooper's gelatin (1 small package).
Sugar 9 lbs.
Hot water 8 pts.

Boil for five minutes, and strain.

HOT EGG CHOCOLATE.

Chocolate syrup 2 ozs.
Sweet cream ½ oz.
1 egg.

Shake and strain. Draw on water and stir at same time.

EXTRACT OF COFFEE.

Mocha coffee ¾ lb.
Java coffee ½ lb.
Hot water, sufficient to make 2 qts.

Grind the coffee to a moderately fine powder. Moisten with the hot water and pack in a glass funnel or, preferably, in a cylindrical percolator, and percolate by pouring on boiling water in divided portions until two quarts of percolate are obtained.

HOT EGG PHOSPHATE.

1 egg.
Lemon syrup 1 oz.
Acid phosphate, 3 dashes.

Shake and strain. Draw on hot water and stir at the same time.

DOSES IN THE PHARMACOPOEIA.*

BY HARRY B. MASON.

There are many good reasons why minimum and maximum doses should be incorporated in the next Pharmacopoeia, and no good reasons, I believe, why they should not. That their presence in the Pharmacopoeia would undoubtedly increase the popularity of the book is reason enough in itself for their introduction. During the six years which have elapsed since the publication of the present revision, a feeling has constantly been growing that the book should be so changed in character, or so broadened in scope, that it would spring into more general use among pharmacists and physicians. The Pharmacopoeia is a book which prescribes standards for the character, quality, strength and comparative purity of medicaments. It is created by the professions of pharmacy and medicine, and it has the authority and the influence which only entire representation can give. The government has accepted it as the national standard; manufacturing chemists and pharmacists make their products in conformity with its requirements; text and reference books in materia medica and pharmacy are based upon it; pure food and drug laws are based upon it; judges are guided by it in making their decisions. In view of its virtual authority as the book of standards to which medicaments must conform, and in view of the fact that it is created by the professions of pharmacy and medicine for the use and guidance of both, the Pharmacopoeia should surely be in the hands of every pharmacist and every physician in the country. But is it? Alas! scarce one pharmacist in ten and one physician in a hundred has it in his library. Above every other consideration, then, should we not sanction any rational change in the Pharmacopoeia which will give it wider popularity?

The Change Would Increase the Usefulness of the Work.

The introduction of doses, among other things, would do much to increase the usefulness of the Pharmacopoeia and would, therefore, materially increase its popularity. There is little in the present Pharmacopoeia to interest the average physician. He cares nothing for descriptions, tests and processes of manufacture. He wants information along medical lines, and he will not buy nor consult a book which fails to give him this information. If he is in doubt about the dose of some toxic remedy, and, knowing that the Pharmacopoeia is the recognized book of standards, turns to it with trust only to find it silent, he will discard the book as useless to him. It is this very lack of usefulness to the physician, with respect to doses and other things pertinent to his needs, which has prevented the Pharmacopoeia from being popular with medical men. The notion has gone abroad that the book is a pharmacist's book, and that it has no value for the physician; and the consequence is that physicians are deplorably ignorant of its character.

This ought not to be. The Pharmacopoeia should not be unread and unknown by the great majority of physicians. Just

to the extent that it is unread and unknown is its very purpose defeated. And from a selfish point of view there are reasons of the most vital character why Pharmacy cannot afford to allow such a condition of things. The one great reason why the vast horde of proprietary medicines of every kind have been taken up with such acclaim by physicians is because they are ignorant concerning the Pharmacopoeia and its authoritative character. A knowledge of the Pharmacopoeia spread among physicians would do much to restore prescribing to official medicines, and thus restore pharmacy to the pharmacist. Moreover, a greater use of the Pharmacopoeia, which is the joint work of both pharmacists and physicians, would go far toward bringing the two professions together, to the profit and pleasure of both, and to the enhancement of medical science.

Popularize the Pharmacopoeia.

But the introduction of doses into the Pharmacopoeia would not only increase the use of the book among physicians; it would likewise increase its use among pharmacists, which is quite as necessary and desirable. The Pharmacopoeia is essentially the guide-book of the pharmacist, and yet, unfortunately, it is too seldom found in his library. His excuse is that "it contains nothing but what is in the Dispensatory." This is not true, and as an excuse it is certainly not sufficient; but the pharmacist will nevertheless continue to slight the Pharmacopoeia and to give this excuse unless the book is made more directly useful to him. Doses are of major importance to the pharmacist, and it is their absence from the Pharmacopoeia, more perhaps than anything else, which has prevented him from using the book to a greater extent. His most important duty, in connection with every prescription which he dispenses, is to see that the physician has not, through either carelessness or ignorance, prescribed excessive doses; and a book which professes to be his guide, but which does not guide him in this important duty, fails to impress him as a book invaluable to him. Perhaps, after all, he is not much to be blamed if he prefers the Dispensatory, because he finds it to supply what the Pharmacopoeia lacks, if not as authoritatively or as accurately as the Pharmacopoeia would. And in this preference of the average pharmacist for the Dispensatory is a hint which we think the revisers of the Pharmacopoeia of 1900 should put in their pipes and smoke on long and deliberately.

The Voice of the Profession.

That both pharmacists and physicians have in truth been disappointed in the Pharmacopoeia because it did not contain doses, and that they would like to have it contain them, has been well proved by their responses to inquiries which have been sent out to them within the last year or two. When asked whether doses should be included in the Pharmacopoeia, 264 out of 311 Missouri physicians replied in the affirmative; and the Committee of the U. S. P. of the New York State Medical Society, which has for two years been striving to obtain the opinion of medical men anent the Pharmacopoeia, received such a preponderance of replies in favor of the introduction of doses that it recommended this step, among others, in its report to the society. So much for the evidence of

physicians.* Of 62 Ohio pharmacists to whom the same question was submitted by a committee of the State Pharmaceutical Association, only one replied in the negative. There is little doubt, then, that if doses were to be introduced into the Pharmacopoeia (particularly in connection with other changes made for the same reason, such as the introduction of the more important synthetics) the book would be looked upon with much more favor by pharmacists and physicians generally, and would in time spring into a much larger use.

Not only is the introduction of doses into the Pharmacopoeia desirable for the reason that it would greatly increase the use of the book, however; it is desirable and necessary for its own sake alone. There should certainly be some authoritative standard of posology. The physician should have some guide which represents the crystallized experience and opinion of his profession, and the pharmacist, whose duty it is to act as safeguard to the physician, and who is held responsible if he fails to discharge this duty, should have some definite and authoritative means of judgment. The Pharmacopoeia sets the standard of medicaments in all respects, save that of doses; it should, in view of its necessity and importance, set the standard in this respect also. This has been realized by the pharmacopoeial revisers of other countries. The English, the German, and nearly every other Pharmacopoeia, save that of the United States, contains doses.

The Negative Side.

Against the introduction of doses into our Pharmacopoeia three objections have been urged. First, that if the prescriber exceeded the dose designated in the Pharmacopoeia, he would perhaps render himself amenable to the law for so doing, if, perchance, the patient should die, or if some enemy should bring suit against him for malpractice. This objection is more academical than practical. It is based more upon fancy than upon fact or reason. In the first place, a prescriber would so very rarely exceed the maximum U. S. P. dose that the point is scarce deserving of any consideration. He would almost never exceed the U. S. P. maximum dose, indeed, except in giving an antidote, or, perchance, in giving morphine to a morphine habitue. But even supposing, for argument's sake, that he should do so, and that he would immediately be sued by some designing enemy lying in wait, he would have no difficulty, if he were really innocent of harm, in proving his innocence to the court. If his act had not been within the bounds of science and reason, he must of course expect to suffer the consequences, and should indeed be made to suffer them; but if he had acted competently he could readily show sanction of his act in the book of some prominent therapist. The Pharmacopoeia is a book of standards, true; but there is nothing to prevent the physician from departing from its standards if he so desires. If he prefers to use a tincture of digitalis which is twice the pharmacopoeial strength, he renders himself liable to no legal punishment. Similarly, he might with impunity exceed the pharmacopoeial dose of any medicine so long as he does no harm thereby! And if he does do harm, and is punished for it, he is not punished because he violates a standard of the Pharmacopoeia, but because through incompetence or carelessness

*Read at the Put-in-Bay meeting of the A. Ph. A.

ness he endangers or destroys life. But to make doubly sure immunity from punishment for exceeding a given pharmacopoeial dose, the doses could be so stated as clearly to give the prescriber liberty to exceed them in the very rare cases where it would be necessary. Perhaps a clause to this effect, inserted among the "Preliminary Notices," would serve the purpose.

The second objection which has been made against the introduction of doses is that the Pharmacopoeia is a book of arbitrary and definite standards; there can be no arbitrary and definite standard in doses, because scarce any two authorities in therapeutics state the same dose of any given medicament. This, I believe, is an erroneous conclusion drawn from an exaggerated statement of fact. The disagreement between medical authors in the giving of doses is not a vital one. In the comparatively few cases in which it is found, it is most often in connection with non-toxic drugs, which do not much matter, and rarely with toxic drugs, with which the question of dose is one of importance. Moreover, this disagreement is usually with respect to average doses and not maximum doses. The disagreement between medical writers over maximum doses, particularly of those drugs in which this matter is one of importance—the toxic drugs—is not enough to prevent the medical members of the Revision Committee from deciding upon doses which would not only represent the consensus of opinion, but which would be as near to scientific accuracy as is possible in posology. But even if it were possible to get only what might be termed approximate doses, these would serve the purpose. For the purpose is to get doses which are representative of general practice and experience, but which the physician may depart from in those rare cases where he deems it necessary, indicating on the prescription, by a star or exclamation point, that an extraordinary dose has purposely been ordered, as he always should when prescribing such a dose.

The third objection which has been urged against the introduction of doses into the Pharmacopoeia is that they are entirely foreign to the original purpose and scope of the work. The purpose of the Pharmacopoeia, it is argued, is to prescribe standards for the selection, preparation, nomenclature, character, strength and purity of medicaments contained therein; it has nothing whatever to do with the use, therapeutic or otherwise, of these medicaments, any more than the national law which prescribes the standards of the gold dollar has to do with the number of gold dollars which shall be paid for a day's work. Let me say in passing that this comparison is in truth misleading; the conditions in the two cases are not at all the same. But it is not my purpose to argue whether the introduction of doses would conform to the original purpose of the Pharmacopoeia or not; this, to my mind, is a point of minor importance. I hope I am no iconoclast. I trust I have due respect for tradition. But I think that when we fail to recognize that tradition grows out of the conditions of the past, and that it cannot apply without modification to the conditions of the present if these have materially changed, we are devoid of that power of adaptability which has always and will always determine the survival of the fit. We show ourselves incapable of meeting new conditions and of realizing that "the times

change, and that we must change with them." If the Pharmacopoeia were the product of a single author, and intended only for whomsoever might choose to buy it, as the myriad of books are, a narrow scope might be desirable. But the Pharmacopoeia, on the contrary, is a book of standards created by the professions of pharmacy and medicine, and as such it is intended to be used, and should be used if it is to succeed fully in its purpose, by every pharmacist and physician in the country. It has been proved that the traditionally narrow scope of the Pharmacopoeia has prevented a more general use of the book; that the pharmacist, and more particularly the physician, does not often consult it because he finds it of too little service to him. In the face of this experience shall we continue the old policy? Shall we refuse, with both eyes open, to extend the scope of the Pharmacopoeia, when we have the best of reasons for knowing that such action will materially extend its usefulness and therefore its popularity and will not be in any way detrimental? Which is better, to have the Pharmacopoeia conserve the ethics of the revered men who established its policy decades ago, and have it lie unpurchased and unused by the great majority of pharmacists and physicians, or to relinquish some of these now musty ideals and so conform it to the demands and needs of the pharmacist and physician of to-day that it will spring into a larger and better use? Of what value is the Pharmacopoeia, I should like to ask, unless it is used? Of what value is medicine to a patient, if he will not take it?

Would Increase the Prescribing of Pharmacopoeial Preparations.

There is no good reason why doses should not be introduced into the Pharmacopoeia of 1900. There are many good reasons why they should be so introduced. Pharmacists want them; physicians want them. They would tend materially to bring about that general use of the book for which it is designed and upon which its success depends. They would, by virtue of this increase in the use of the book, improve pharmaceutical practice by an inevitable increase in the prescribing of pharmacopoeial preparations. Besides this, doses in the Pharmacopoeia would benefit medical science. They would increase exactness and accuracy in medication. They would give the pharmacist that authoritative guide of which, as safeguard to the physician, he is in great need, and with which the Pharmacopoeia, as the authoritative book of standards, should supply him. With no good reason why the step should not be taken, and with several good and potent reasons why it should be taken, will the pharmacopoeial convention of next May refuse to incorporate doses in the Pharmacopoeia of 1900? Will it refuse to do what the pharmacopoeial revisers of nearly every other country have recognized as necessary, and have done?

Diplomas First, Registration Afterward.

The agitation of the proposition that applicants for registration as pharmacists should first become graduates in pharmacy is attracting considerable attention and is being discussed in the meetings of State Pharmacal Associations and by the pharmaceutical journals throughout the country.

Standing alone, this proposition is one against which no special objection can be urged and which will meet little opposition from those having in mind the professional and scientific side of the pharmacists' occupation.

Unfortunately, in America at least, pharmacy is not, generally speaking, a profession, nor is the pharmacist recognized as a professional gentleman unless he is somewhat prominently identified with a school of pharmacy or engaged wholly in scientific work. In certain localities he may have such recognition, but these are small in area and relatively few in number.

A shallow effort to dub him "doctor" is of frequent occurrence, but this does not raise him perceptibly in the general esteem, much as it may minister in a few instances to his vanity or conceit, for doctors of one sort or another are everywhere, and should the "professors" and "doctors," the "judges" and "colonels" be suddenly removed from among us, the census of 1900 would be sadly full (or empty, perchance,) of "blow holes."

Theoretically, pharmacy is a science as profound, as intricate, as comprehensive as any of the sciences which the genius of man has been wont to investigate, but practically the compounding and dispensing of medicines is a trade, and the sale of drugs is largely in the hands of merchants.

In large sections of our territory the majority of men supplying medicines to the people are without distinct professional or scientific education or training, and this fact may as well be recognized. These men do not think that special training or education is necessary, and the people whom they serve readily accept this view. They are industrious, honest and reliable citizens for the most part, but their stores and shops are not laboratories for pharmaceutical work nor for chemical investigation or experiment. With some measure of satisfaction they minister to the needs of their respective communities in furnishing drugs while they improve their financial condition by selling oil for mowing machines, trimming wall paper for farmhouses and selling paints to decorate village cottages. Really do these men, their heirs, successors or assigns, require a course in a college of pharmacy for the sphere they occupy? Do we find graduates in pharmacy in many of these country places? Will resolutions of State or national associations of pharmacists in favor of legislation which will send to schools of pharmacy all persons whatsoever before permitting them even to show any qualification for their work, improve the condition of pharmacy while the general conditions remain as at present?

Is not the suggestion of this sort of action confronting a condition with a theory, and will not the result be as all similar attempts in other lines have proven? Is it not patent to every person who has had anything whatever to do with securing legislation touching pharmacy in this country during the past twenty years that it has required the most heroic effort to secure the enactment of the present imperfect laws, and the devotion of a Ritzpah to frighten from them the legislative vultures which every year in many of the States seem bent on their destruction?

Resolutions and discussions may all be quite proper, but to press a matter of this kind in advance of the crystallization of opinion which leads to the demand for more stringent legal restrictions is hardly

wise. Let us first feel that the laws for the regulation of the practice of pharmacy are reasonably secure from annual raids, that the people in general favor their retention or demand their enlargement in scope and stringency before we reach out after something for which the times are not propitious. The day will come when there will be a single pharmacy where there are now ten drug stores; when the sale of poisons and the compounding of medicines will be wholly in the hands of men who have been specifically trained for the work; when the people will refuse to patronize any druggist unless reasonably sure of his skill and competency; then, and not until then, will it be proper to insist that the State shall not license any pharmacist until he has successfully completed a college of pharmacy curriculum.—The Midland Druggist.

Spirit of Nitrous Ether.*

BY JOSEPH FEIL, Ph.G.,
Cleveland, O.

For more than two centuries spirit of nitrous ether has been a standard medication, and notwithstanding the facts that it rapidly deteriorates in quality, that the method of its production has varied with the appearance of almost every new edition of the U. S. and other Pharmacopoeias, that the strength in what some British investigators, Prof. Matthew Hay, Dr. D. J. Leech and others, regard as its essential constituents, namely, ethyl nitrite and nitrous acid, varies from the very moment of its finished preparation, and that the various Pharmacopoeias require different standards, it yet holds its own as a valuable medicine.

The U. S. P. of 1820 and 1830 had a process taken from the old London Pharmacopoeia, which produced a colorless product, yet it must have been therapeutically effective, and certainly contained much ethylic aldehyde. The 1840 and 1850 U. S. P. gave a variation of the old process, and since then every U. S. P. contained a new or somewhat varied method of preparation. Also the description of the galenical has been changed from time to time until coming down to the recent U. S. P. we have an attempt to produce an alcoholic solution of chemically pure ethyl nitrite.

All processes previous to the last one were eminently practical for the retail pharmacist, but the 1890 process is an absolute impossibility for those who are supposed to need it. The reason is readily seen, ethyl nitrite is a highly volatile and inflammable liquid, boiling at 18°, and dangerous to prepare, except for those who are accustomed to and experienced in the manipulations of practical organic chemistry. All attempts to devise processes on this line must necessarily fail.

I believe the quality of Spt. Eth. Nit. is decidedly inferior to-day, owing to the present U. S. P. method of preparation; it has come about in this way, the process being an impossibility for the retail pharmacist, many tried to conform to it by purchasing ethyl nitrite and dissolving the chemical in alcohol. This procedure is open to two quite serious objections:

1. The ethyl nitrite is probably pure when leaving the laboratory of a reliable chemical manufacturer, but no one has yet discovered a process of preventing

its deterioration, and the substance when reaching the retailer through the jobber ranges in strength from forty (40) to sixty (60) per cent of the strength stated on the label.

2. It requires great care and a fair degree of skill to properly mix the alcohol with it, owing to its extreme volatility, and some loss almost invariably results. As a consequence of the above, it is common to find the average specimen, as found in retail pharmacies, to assay about one per cent ether instead of four per cent.

With these facts in view, I have been seeking for a process which in the hands of a fairly skilled pharmacist should yield a product of good quality in a reasonably short time in quantities as needed by the average shop.

The objections to recently proposed processes will be found in a paper read before the Ohio State Pharmaceutical Association meeting, held at Put-in-Bay, in June, and published in The American Druggist, July 25, 1899.

The process here proposed requires about fifteen to twenty minutes' time, and the manipulations are such that any one skilled in ordinary chemical manipulations can easily carry out.

THE PROCESS.

Sodium nitrite	30 Gm.
Sulphuric acid	20 Gm.
Alcohol, sufficient.	

The sodium nitrite and 300 Gm. alcohol are placed in a litre flask with a two-hole cork or rubber stopper; in one of the openings is placed a stoppered funnel of any description, the other has a glass tube connected with an upright condenser kept cool with running water.

The sulphuric acid is placed in the funnel, the mixture is then heated until the alcohol is about beginning to bubble, the heat withdrawn and the sulphuric acid slowly added; after action ceases, heat is again applied a moment or two and withdrawn. A second repetition may again cause an action to begin; usually this does not occur, although it is best to try it.

The contents of the flask are allowed to cool and then filtered in a well-covered funnel and alcohol added to make 450 Gm. It is of course preferable to assay the filtrate and then dilute, but a large number of experiments gave very close results at the quantity stated.

NOTES.

An excess of sodium nitrite is intentionally used, as molecular quantities do not act as well practically. While the ethyl nitrite is here produced in solution all attempts to prevent some escape have failed, yet a much larger quantity is obtained than in any other process that I am familiar with. U. S. P. 1890 process, my average yield has been 30 per cent of the theoretical requirement. Scoville's process, average yield 40 per cent. My process given above, general yield 75 per cent.

The product obtained by this process conforms to the present pharmacopoeial requirements, but has in addition an odor reminding one of the spirit obtained by the U. S. P. 1880 process. The time and attention required is so little and the process safe, that it is well adapted to the essential requirement that spirit of nitrous ether should be freshly made at least every two or three months.

You will profit by reading our Market Report.

Relative Toxicity of Cocain and Eucaïn.

A. H. Peck, M.D., D.D.S., Professor of Materia Medica, Therapeutics and Special Pathology in Northwestern University Dental School, Chicago, in a paper entitled "Relative Toxicity of Cocain and Eucaïn," read before the Section of Stomatology at the fiftieth annual meeting of the American Medical Association, Columbus, June, 1899, arrived at the following conclusions:

1. The action of cocain is inconstant; one never knows whether the symptoms occasioned by like quantities of the drug, in animals or individuals, under like circumstances, will be similar or dissimilar.

2. The action of eucaïn is constant. The symptoms occasioned by the use of like quantities in animals under like circumstances, and so far as my experiments have gone, in different individuals also, are the same.

3. The first action of cocain on the heart is that of a depressant, and on the respiration that of a mild stimulant; the after-effects being, on the heart, that of a decided stimulant, and on the respiration, that of a decided depressant.

4. The first action of eucaïn on both the heart and respiration is that of a stimulant, the after-effects being that of a decided depressant.

5. Cocain causes death in animals by paralyzing the muscles of the respiratory apparatus, the heart's action continuing in a feeble way for a brief period after breathing ceases.

6. Eucaïn causes death in animals by paralyzing the muscles of the heart and of the respiratory apparatus, they ceasing to operate simultaneously.

7. Eucaïn in toxic doses nearly always causes nausea, and occasionally vomiting.

8. Cocain is much less nauseating and scarcely ever causes vomiting.

9. Eucaïn is decidedly a diuretic, causing vesical discharge in a majority of instances in which a toxic dose is used.

10. Cocain is not a diuretic to any appreciable extent, vesical discharge having occurred in only one instance in connection with all my experiments.

11. The pupils of the eyes, in nearly all cases of cocain poisoning, do not respond to light, and the eyeballs bulge more or less from their sockets.

12. The pupils of the eyes in most cases of eucaïn poisoning do respond feebly to light, and the eyeballs rarely bulge from their sockets.

13. The action of the toxic doses of eucaïn is more like that of a paralyzing, tetanoiding, convulsion-producing agent, than it is like an anaesthetizing one, the plantar and cremasteric reflexes nearly always remaining active.

14. Toxic doses of cocain cause general anaesthesia in connection with the other symptoms in the majority of cases.

15. True tetanus of all striped muscles of the limbs, and Cheyne-Stokes' breathing nearly always occur with the use of cocain; but either occurs seldom when eucaïn is used.

16. Cocain is at least three times more toxic than beta-eucaïn, and alpha-eucaïn is as toxic as cocain.

17. Boiling does not destroy the efficacy of cocain, but it does modify it; and boiling in no degree lessens the efficacy of eucaïn.

The above deductions have been made only after many experiments in connection with each individual point. I have

*Presented to the A. Ph. A. at the Put-in-Bay meeting.

observed many interesting features in connection with the relative worth of these drugs as local anaesthetics, but this paper is not meant to treat of this phase of the work. There is much experimental work yet to be done in this connection, the results of which I shall be pleased to present at some future meeting.

The Origin of the Decimal System.

The decimal system, it has been said, was evolved from the human hands, which, with their ten fingers, constituted the only counting-board used by primitive man. It is well known that the system was not perfected until ciphers were introduced. This cipher system was invented in India in the fifth century, and its introduction into Europe is generally credited to Leonardo Fibronacci, better known as Leonardo Pisano, the author of "Liber Abaci," published in 1202. Leonardo learned the Arabian tongue and art of reckoning from his father, who lived in the Arabic city of Bugia. But before Pisano's time, another "Liber Abaci" had been written by Gerbert (translated in 1843 by the French academicien Chasles), which is based on a cipher system. At the last Toulouse congress, R. Astier showed that the same system had already been employed in the "Geometria" of Boethius, sixth century, and hence long before the introduction of Arabic signs into Europe.

Astier states that the counting-board (abacus) of the Greeks and Romans, which serves as the basis of column reckoning, was invented by the Babylonians, who, it will be remembered, are usually thought to have used only the duodecimal system. Astier supports his assertion by citing an old abacus which seems to have escaped the attention of such mathematical historians as Chasles, Montucla, Marie, Bossut, as well as the old lexicographers Rich and Saglio. The precious document in which the abacus is described has been preserved by a Renaissance scholar, Bolsani (Pierius Valerianus), in his work, "De sacris Aegyptiorum litteris." The system which he describes contains nine numbers, running from one to nine, a cipher, or zero, being dispensed with by using a special column and a decimal arrangement of figures progressing from left to right. The numerical characters of this abacus of Bolsani's are in every way similar to the cuneiform letters of the Chaldeans and entirely different from Arabic numbers. Bolsani's abacus would therefore lead us back to Babylonian days; and the period or comma which plays so important a part in the decimal system is really a cuneiform character.

Astier has requested Assyriologists carefully to examine the statue of a builder in the Louvre, usually designated as the statue of King Gudea (2500 B. C.). It is generally supposed that Gudea is here represented as a builder holding in his hands rule and compass and on his knees a rectangular tablet on which the scale of Babylonian measurements of length are inscribed, together with a figure which has hitherto been considered the plan of a building. Astier holds that this scale is perhaps a Babylonian abacus, and King Gudea is represented as the inventor of the decimal system. So bold an hypothesis can be accepted only after a most searching investigation on the part of Assyriologists.—Prometheus.

Queries and Answers.

We shall be glad, in this department, to respond to calls for information bearing on pharmacy or any of its allied topics, and cordially invite our friends to make use of this column.

The name and address of the inquirer must accompany the communication, not for publication, but to assure attention, as we make it a rule to pay no regard to anonymous correspondence.

Dispensing Difficulties.—T. G. R. sends us the following prescriptions, asking for the best method of dispensing in each case:

Potassium citrate	1½ dr.
Acid citric	70 grs.
Ferri quin. cit.	48 grs.
Aqua, ad.	6 ozs.

In a short time a crystalline precipitate separates out.

There is no way of avoiding this difficulty. The precipitate is an acid quinine citrate which is almost insoluble in water. The addition of a few drops of dilute sulphuric acid, or a salt such as ammonium chloride, will prevent the precipitation, but this is, of course, not permissible without the prescriber's consent. Failing this, the mixture should be dispensed and set aside until crystallization is complete; then separate the crystals and reduce to a fine powder, which is readily diffusible on shaking.

The second prescription sent by T. G. R. is as follows:

Calomel	1 dr.
Tincture of iodine.....	1 oz.

For a paint to be applied to the groin.

The iodine becomes decolorized on the addition of the calomel and a red precipitate is formed. Chemical decomposition takes place here, and the reactions are very complicated. The tincture, of course, contains potassium iodide, and this itself will react with the calomel, forming in this case red and green iodides of mercury, and also liberating some metallic mercury, which is slowly converted into red iodide. At the same time, part of the calomel is converted into mercuric chloride by the free iodine. The final product is a mixture of mercuric chloride and iodide, and possibly some iodochloride. There is more than enough calomel in the mixture to combine with the iodine, so that no free iodine will exist in the product. The prescription should not be dispensed as written.

Tooth Powders.—F. C. O.—The most important ingredient in a tooth powder is the base. This must be gritty, but not sufficiently so to injure the enamel. The best all-round base is precipitated chalk, which may be combined with other ingredients, according to the kind of powder required. All powders should contain some detergent, such as soap or alkali; coloring and perfume may be added, according to taste. The following formulas give good products for the purposes intended:

FOR PEOPLE SUBJECT TO TARTAR ON THE TEETH.

Precipitated chalk	8 ozs.
Pow'd cuttlefish bone.....	4 ozs.
Heavy carbonate of magnesia.....	4 ozs.
Pow'd white soap.....	1 oz.
Perfume and color, q. s.	

ANTISEPTIC TOOTH POWDER. USEFUL FOR STRENGTHENING THE GUMS.

Precipitated chalk	8 ozs.
Pow'd white soap.....	1 oz.
Pow'd myrrh	½ oz.
Pow'd borax	½ oz.
Thymol	10 grs.
Menthol	10 grs.
Otto of rose, q. s.	

A little saccharin will also be found a pleasant addition to this powder.

CARBOLIC TOOTH POWDER.

Talcum, or infusorial earth, should be used as a basis for this powder, to avoid chemical reaction.

Talcum or infusorial earth.....	8 ozs.
Pow'd white soap.....	½ oz.
Orris powder	1 oz.
Carbolic acid	60 grs.
Perfume and color, q. s.	

ASTRINGENT DENTIFRICE FOR TENDER GUMS.

Precipitated chalk	8 ozs.
Tannic acid	60 grs.
Pow'd myrrh	½ oz.
Perfume and color, q. s.	

All the powders should be well triturated and sifted through the finest sieves two or three times. Where color is used, the most satisfactory way to produce a good result is to use ammoniacal solution of carmine and triturate with the powders.

Impurities in Alcohol.—J. R. D., New York.—The principal impurities found in commercial alcohol are amylic alcohol or fusel oil, aldehydes, acetic acid and certain organic fixed impurities. The statement that ethyl alcohol always contains traces of methyl alcohol is inaccurate and based on unsatisfactory evidence. Methyl alcohol, when found, has been added to the original sample. The detection of impurities may be made by the following tests:

Fixed impurities, whether organic or inorganic, may be detected by evaporating to dryness and examining the residue in the usual manner. Gentle heating will often indicate the nature of the impurity if it be of an organic nature.

Acetic acid is, of course, indicated by the reaction to litmus or other indicator. Aldehyde is usually present in traces and may be recognized by the U. S. P. silver test.

Water in absolute alcohol is detected by the addition of calcium carbide. If present, bubbles of acetylene gas are evolved and the liquid becomes turbid. No bubbles appear if the alcohol is anhydrous.

Fusel oil is not very easily detected and does not exist in spirituous liquors to anything like the extent usually imagined. A rough method of detecting any appreciable quantity, according to Allen,

is to pour some of the spirit into a flat basin and allow it to evaporate spontaneously. In the last portion fusel oil can be distinctly recognized by its odor, especially if the residue be warmed. Confirmatory evidence may be obtained by the addition of a few crystals of sodium acetate and a drop or two of concentrated sulphuric acid. On warming, the odor of essence of pear is recognizable if fusel oil be present. Another method is to dilute the sample with water and agitate with chloroform. Separate the chloroform, wash with water, and allow the chloroform to evaporate at a low temperature. To the residue add water and a drop or two of sulphuric acid, and mix with sufficient solution of permanganate to cause a permanent red color. In a short time the odor of valerianic aldehyde, and later of valerianic acid, is readily distinguished. This test is quite delicate. Methyl alcohol is not easily detected, but the following process, devised by Riche and Bardy, if carefully carried out, will be found satisfactory: To 10 Cc. of alcohol add 2 Gm. red phosphorus and 15 Gm. of iodine. Distill off the iodides into water. Separate the heavy oily liquid and mix with 5 Cc. aniline. After one hour (gently warming, if necessary), boil with water and add solution of soda, when the bases will rise to the top as a separate layer. Separate this layer and mix 1 Gm. with 10 Gm. of a mixture of sand 100, sodium chloride 2, copper nitrate 3. Heat to 90° C. for eight hours, and exhaust with hot alcohol, making the product up to 100 Cc. Then take 5 Cc. and dilute with 95 Cc. water. Of this diluted portion take 5 Cc. and dilute to 400 Cc. with water. In this solution immerse a piece of white merino (free from sulphur) and heat for 30 minutes. If the alcohol be pure, the wool remains white, but is colored violet if methyl alcohol were present. The test depends on the formation of methyl violet in the presence of methyl alcohol. If much of the latter be present, the liquid after heating with the copper mixture will have a distinct violet shade. The subsequent dilutions are necessary only if traces of methyl alcohol are present, for the solution is then of a red color and dilution is necessary to enable the violet to be recognized on the wool.

Miller's test, depending on the oxidizing of the methyl alcohol to formic acid, is unsatisfactory, as pure ethyl alcohol yields traces of formic acid on oxidation.

Stray Formulas.

WONDER OIL FOR RHEUMATISM.

Oil sassafras	1 oz.
Oil wintergreen	1 oz.
Tr. camphor	2 ozs.
Tr. capsicum	½ oz.
Chloroform	1 oz.
Aqua ammonia	1 oz.
Alcohol, q. s. ad.....	16 ozs.

This will be found excellent, and can be used either internally or externally.

BARBER'S STYPTIC POWDER.

I.

Alum.
Nutmegs.
Acacia.
Gum benzoin, of each p. e.

Powder each separately, and mix.

II.

Alum.
Gum tragacanth.
Tannic acid, of each p. e.

Correspondence.

Better Things in Store for U. S. Pharmacists.

DR. GEO. F. PAYNE,
Chairman A. Ph. A. Committee on
Status of Pharmacists in U. S. Service:

Dear Mr. Payne—Last evening's banquet to Mr. Hammar was not only a most enjoyable affair, but one that must do a great deal to advance the cause in which you are so much interested. Sentiment was cemented, resolution strengthened and public interest widened. Better still, we were assured by those in a position to know that the official spirit is still moving, and that better things than those yet accomplished are in contemplation, in both army and navy. In fact, the wide prevalence and the strength of hopefulness was a revelation to all of us.

The one source of regret at the meeting was your absence. The general recognition accorded you as chief executive would have encouraged as well as pleased you. No other absence was so regretted and no one present, except the chief guest, was so warmly greeted upon every mention.

You will receive an official communication, but I feel that personal letters from those who appreciate your labors and their results are in order, and I wish to convey by letter some of the satisfaction and pleasure that you would have derived could you have been present.

Sincerely yours,

(Signed) H. H. RUSBY,
809 De Graw Avenue,
Forest Hill, N. J.

Oct. 1, 1899.

"Praise Indeed."

EDITOR AMERICAN DRUGGIST:

Sir:—The October 10 number of the AMERICAN DRUGGIST just at hand. I must certainly congratulate you on the splendid manner in which you have gotten up the report of the banquet given by the New York pharmacists to Mr. Hammar, the pharmacist of Dewey's flagship, the "Olympia." The four articles, "The Naval Pharmacist," "Banquet to Manila Hero," "Pharmacist Hammar," and "The Experiences of a Naval Pharmacist," are all so well written and so opportunely presented together as to round out into a splendid paean of modern pharmacy advancement. Every pharmacist who reads this number will deeply appreciate your splendid energy and tact in presenting this matter to the public so gracefully and so well. The whole number thrills with the realization of better professional recognition and appreciation, and will cause many a pharmaceutical backbone to tingle and to stiffen itself with a sterner set for still more earnest work.

Yours fraternally,

GEORGE F. PAYNE.

Atlanta, Ga., Oct. 11.

N. A. R. D. Funds.

MR. HY. P. HYNSON,
Baltimore, Md.

Dear Sir—When the National Association of Retail Druggists was first or-

ganized we welcomed the movement as one which promised to remove the crying evils in the drug trade; and as indication of our good will toward the movement, and of our desire to aid in improving the conditions of the retail trade, we sent you a check for \$75 to be applied to the purposes of the organization. The check was returned, stating that the attitude of the Association at the time was such that they did not feel that they could accept the contribution, although the spirit in which it was offered was appreciated.

In a report of the last meeting of the Association published in the columns of the AMERICAN DRUGGIST, we note that the Association has decided to accept contributions from all friends of the retail trade.

Believing, as we do, that the Association is working on the right line to improve the conditions in the retail trade, we have much pleasure in again sending our check for \$75, with the assurance that we shall at all times be pleased to cooperate with your organization in forwarding the interests of the retail trade.

Yours very cordially,

JOHNSON & JOHNSON,

R. W. JOHNSON, Pres.

New Brunswick, N. J., Oct. 12, 1899.

An Acknowledgment.

MESSRS. JOHNSON & JOHNSON,

New Brunswick, N. J.:

I am in receipt of your favor of the 12th inst., with check for \$75, which I understand is to be used in furthering the objects and aims of the National Association of Retail Druggists.

It is needless to say that your firm was among the very first to tender substantial aid to this Association, which is honestly and earnestly striving to better the conditions of the retail drug trade generally.

The custom has been to make these contributions through some local or State association to the treasurer of the National Association. I will correspond with Mr. Gallagher, chairman of the New Jersey delegation, with the object of having him place the money in the proper channel, by which it may reach the point for which it is intended by your kind selves.

While this formality is pleasing, inasmuch as it tends to show proper feeling between local associations and our friends in their respective districts, it is not in my opinion now necessary, since the association by its frank action in unanimously adopting the report and recommendations of the Committee on the President's Address clearly put itself on record as favoring the direct acceptance of such assistance by the Executive Committee. That part of the committee's report reads as follows:

"That this committee recommends that the Executive Committee be authorized to receive any donation from any person, firm or corporation that is actually in sympathy with the principles and objects of the N. A. R. D."

The association by this action in open session does itself much credit because it relieves its officers of any embarrassment, and by the consistent, straightforward announcement obligates itself no more than the actual words of the tender imply.

Thanking you sincerely for the good feeling your letter conveys, and for the very generous contribution, I beg to remain,

Yours very truly,

HY. P. HYNSON.

Baltimore, Oct. 16, 1899.

Advertising Ideas.

Under this heading we shall conduct a practical discussion of store methods and advertising for retail druggists. The Department Editor will be pleased to criticize advertisements, suggest improvements and answer all questions coming within the scope of this department, provided they are accompanied by the name and address of the writer.

ULYSSES G. MANNING,

DEPARTMENT EDITOR.

Prize Advertisement.

The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize this time is awarded to Mr. Fred W. Eggers, Pittsburg, Pa.

Honorable Mention.

Mr. Frank Christopher, N. Lewisburg, O.

COVERING YOUR STOCK.

FEW druggists do their stock full justice in their advertising. There are many things to which they should call attention that are overlooked. There are many other things that do not receive adequate attention, and still others that get too large a share of attention.

This is the result of lack of system in the advertising. It pays to give the whole stock a show. Variety of subjects helps to make your ads interesting. It gives people an idea of the resources of your stock and impresses them with your enterprise. There are many unimportant items that should be advertised for this reason, even though there is no probability that enough immediate sales will be induced to cover the cost of the ad. I had occasion recently to look over the advertising done by a number of druggists during the past year. I found that the average number of subjects covered was fifteen. Half the ads in some instances were general ones; too general as a rule to be of much value. These advertisements were unfair to their stock. They gave no show whatever to goods that always deserve pushing, and the reason, I suppose, was that they overlooked them. This can be avoided by going through the stock carefully, making a list of items suitable for ads, and then using the list systematically. If such a list is compiled with care and is added to as new items turn up, you will soon have enough material for a year's campaign without repeating a subject. You would be embarrassed by an abundance rather than

a lack of material. Many subjects would be repeated during the year. In some instances one subject should be the basis of several weeks' advertising. But do not repeat unimportant subjects through fancied lack of material for ads. No such lack ever exists in any store.

CRITICISM AND COMMENT.

An Ad That Is All Ad.

Editor Advertising Ideas:

I enter the enclosed ad in your prize competition. I came out pretty well with this issue, as I received, in goods, \$5 for the cigar ad, \$7.50 for the soap ad and \$4 for the tablet ad, making \$16.50. The paper costs me \$15 per issue.

Mr. N. C. Fowler wrote me that I should make half the paper miscellaneous reading matter, recipes, etc. Mr. E. G. Cheverton (Dr. Pierce's ad man) complimented me on the fact that I had omitted everything but "pure business." What is your opinion?

Allegheny, Pa. JNO. R. THOMPSON.

Mr. Thompson's contribution is a copy of his store paper, "The Thompsonian." This recently received the prize. The present copy is up to the usual standard.

I, too, commend this advertiser for making his advertising "pure business." There is no need whatever for using irrelevant matter when there is interesting store news that can be used. The idea that advertising has to be diluted or sugar-coated is wrong. Advertising that is all advertising is the kind that pays best.

Hard to Read.

Editor Advertising Ideas:

I enclose a few ads which I wish to enter for prize competition. I have a space in the local paper and have also a small press of my own. I have an arrangement with the editor of the paper to let me use the form after my ad appears, and from this form I run off about 500 small slips, which I use to enclose with advertising matter which I distribute for patent medicine houses.

I have a triangular sign board in front of the store, each side of which is 24 inches wide and 6 feet high. It has proved a good advertising medium. To the board I attach white paper and letter this with colored paint. A recent sign was headed "The Meloncolic Days Are Here" in four-inch letters, below which I drew a picture of a slice of watermelon in proper colors, then added "We have the right remedy. Blackberry Cordial, 25c."

I sold more of the remedy this year than ever before. Had calls for "Meloncolic Cure like that on the sign."

N. Lewisburg, O.

A sign board or bulletin can always be made to do good work if local authorities permit their use. The signs should be changed often and be made brief and to the point. It pays to change the sign

every day, though one subject can often be talked on for a week or more.

The ads sent by Mr. Christopher were pretty well written, but suffer from poor press work and the use of unsuitable type. This advertiser uses syndicate cuts and is obliged to crowd the matter sometimes in order to get it in his space. The best ad in this list is set in solid nonpareil type, and as the presswork is poor, the ad is very hard to read—would not be read by people with poor eyes.

If this size space must be adhered to, it will pay better to drop the cuts, use a strong headline and set the body of the ad in large, readable type. Some of the ads sent are weakened by the evident effort made to fit the ad to the cut. Disregard the cut, say what you have to say without any thought of the illustration. Life is too short to try to fit matter to the ordinary syndicate cut.

The hot-water bottle ad is the best sent because it attends strictly to business. It gives some helpful information about this article and tells what it costs.

Good Display Not Enough.

W. S. Branch & Co., Parker, S. D., send papers containing their ads. The ads are very conspicuous. They are surrounded by a distinctive border, and inside the border there is a good deal of white space. The ads stick out on the page in a most satisfactory fashion. If these advertisers will now make the ads proper as good as the display, the combination will be hard to beat. One of the ads is headed "Push, Push, Push," and avers that "we are pushing out for the best goods," etc., "for the purpose of getting your patronage," etc. Such ads never influence one cent's worth of business. The writer has the sound, not the mission, of the ad in mind in writing. It is what an ad says, not how it sounds, that determines its value. This particular ad would have fitted any kind of a retail business just as well as a drug store, and any ad as general as that is never a very good one. The other ad is better. Barring the headline, it is good enough, for it gives information about a line of seasonable goods. There is no relation between school supplies and "Don't Worry." Why not have used "School Supplies" for a headline and thus appealed directly to the people sought?

High-Class Advertising.

The best piece of advertising submitted for this issue is an exceedingly attractive brochure received from Eggers' Apothecary Hall. It consists of twenty pages and cover, and is profusely illustrated with halftone engravings. The paper is of the highest quality, and the typography is well nigh perfect. The halftones, reproduced from wash drawings and photographs, cover all departments of the business and much of its equipment. These illustrations, supplemented by the letterpress, tell the whole story. No one who receives this brochure will fail to read it. The reader is just as sure to be favorably impressed by it. Mr. Eggers has established a business that affords a chance for most effective advertising, and he is making the most of his opportunity.

The first six pages of the letterpress are reproduced. This matter will be inter-



EGGERS' APOTHECARY HALL—PRESCRIPTION ROOM.

esting as an example of good advertising, and for the information it gives about an enterprise that is in many respects unique. In the omitted portions of the brochure, attention is called to the nurses' directory, to the X-ray machine, the fluorometer, the microtome, the photo-micrograph and other items of equipment, and to the work done in urinary analysis, bacteriology and household sanitation.

Prize Advertisement.

PHARMACY'S EVOLUTION.

There was a time when colored globes in the window, musty shelves and dusty bottles, cobwebs and gloom, with a bit of drugs mixed in, represented—a drug store.

This was altogether changed lately by the brightening process—bright fixtures and appointments, glistening bottles and cases, fresh assortments of patent remedies and lots of drugs.

This latter is mostly the drug store of to-day.

The up-to-date in pharmacy is expressed in

EGGERS'
APOTHECARY HALL,
219 Sixth St.
Tel. 2909. (Second Floor.)

LET'S GET ACQUAINTED.

Why was this volume issued?

Simply because we felt that the public would like to know the best phase of pharmacy—pharmacy as a profession, and, frankly, because we want everybody to know of and all about this projection.

Well, what is it?

Really, if we were to call it a drug store devoted exclusively to compounding prescriptions and selling such things as a physician

orders, you'd grasp it in a minute. The business is just as above, but better, far better, than a drug store, so we've given it a better name—

EGGERS' APOTHECARY HALL.

WHERE IT IS.

It is on the second floor. So far as trouble in reaching it is concerned, it really is on the first floor, because several elevators are at your service ready to lift you right to our very doors. Reaching the second floor, it is but ten steps to the reception room. This room's number is 212, in the Smith block. This building is at the corner of Sixth and Liberty. To more popularly designate it, the building is the one whose first floor is occupied by Meyer Jonasson & Co. The direct entrance to the Hall is at 219 Sixth St. You see—it's quite easy to find.

OUR BUSINESS.

Our business is mainly the compounding of prescriptions and selling of such appliances as are ordered by physicians for use in sick room or in convalescent cases.

In these few pages we shall touch on the way a prescription is filled here. Would that space gave us one hundred and fifty pages and that your patience countenanced such an exposition, then—we believe you'd know a bit about—pharmacy as a profession.

First of all, we'll write of precautionary measures. Here they abound in fullest extent. You enter with a prescription. You hand it to the woman attendant. Observe her! She doesn't read it, smile or comment, but produces four checks exactly similar. You get one and simultaneously is stuck a corresponding one on your prescription. Hold on to yours. Kindly be seated! The prescription is deposited in the "follow in turn" rack (two prescriptions are ahead of you). They have disappeared. Now yours goes out to the isolated and strictly private compounding room. An expert pharmacist now takes it in hand. Off comes the third check, which he hands to the checker, setting simultaneously the container on the numbered prescription. Now it is filled. Checker takes prescription and checks off weights, component parts and O. K.'s the work of the pharmacist by attaching his check to container. Back comes your prescription to the reception room with its check stuck on. Miss sees that prescription and container correspond with the number you hold. You get the right prescription rightly filled. The same followed precisely when prescriptions are sent for and delivered. Lots of red tape! Yes, but it's a safeguard—almost an absolute one against mistake. So much for routine.

All this must cost like "Sam Hill?" No, indeed, not a bit more than the humdrum drug store prices—most cases less.



EGGERS' APOTHECARY HALL—RECEPTION ROOM.



EGGERS' APPOTHECARY HALL—LABORATORY.

What other features are there?
Here's a jumbled string of them. Expert compounders, absolute privacy, standardized and assayed remedial agents and the widest range of them, no substitution, no recommendation of patent curealls, no



VIEW IN ENTRANCE.

smirks of counter jumper or confidential sympathy or advice (you have experienced it!), no interruption to sell a cigar, or chit chat with a pretty Miss. Nothing of that sort. Simply a serious resolve to make of



VIEW IN ENTRANCE.

pharmacy a profession to aid both the physician and the patient.
That's a good bit—but that's but a part of the functions of

EGGERS'
APOTHECARY HALL.

Decision as to Prescription Ownership.

The Texas Court of Civil Appeals lately has decided, in the case of Stuart vs. Hirsch, that the pharmacist has a

right of property in a prescription compounded by him. But the rights here spoken of are considered particularly as existing between the druggist and third persons, while the right of the person originally presenting the prescription, if asserted, is, incidentally, described as a

have to him. And any such rights are transferable in the State.

Responsibility of Clerks.

A decision has just been handed down by the Supreme Court in Michigan, which is of very pertinent interest to druggists in that State, and may establish a precedent for similar ruling in other States. A certain druggist was prosecuted for violation of the provisions of the local option law, it being charged that his clerk had sold alcohol contrary to the law. The druggist pleaded in his defense that he did not sell the alcohol, that it was his clerk, and that the clerk made the sale during the employer's absence and contrary to his explicit instructions. The court, however, holds that the employer is responsible for all acts of the clerk while in his employ and pay. A majority of the Supreme Court sustained this conclusion. It was held that the lower court (from which appeal had been taken) was right in not submitting to the jury the defense that the sale was made by the clerk contrary to the druggist's general instructions. The opinion says it is conceded that in statutory offenses of this character the legislature may do away with the intent, as the ingredient of the offense, and make the act itself criminal, whether it is done by himself or by his clerk, agent or employee.—Era.

Feminine Pharmacy.

There in the corner pharmacy
This lithesome lady lingers,
And potent pills and philters true
Are fashioned by her fingers.



EGGERS' APPOTHECARY HALL—LIBRARY.

qualified right to the use of the prescription. Prescriptions, the court holds, are not "merchandise," in the commonly accepted sense, so as to be covered by a mortgage upon a stock of merchandise. Upon a conversion of his prescription property, this court declares, a druggist would not be restricted to an action for the specific property, but could recover the value thereof, such as they might

Her phiz behind the soda font
May oft be seen in summer;
How sweetly foams the soda fiz
When you receive it from her.

While mixing belladonna drops
With tincture of lobelia
And putting up prescriptions she
Is fairer than Ophelia.

Each poison has its proper place,
Each potion in its chalice;
Her daedal fingers are so deft
They call her digit Alice.

NEWS OF PROPRIETARY AFFAIRS.

Current Comment on the Great Manufacturing Proprietary Interests.



Niagara Falls, N. Y.

MEMBERS OF THE PROPRIETARY ASSOCIATION.

October, 1899.

NEWS AND COMMENT.

The Annual Round-Up.

And now the tripartite factors of the drug trade have had their annual round-up and love feast at Niagara Falls, and have gone to their several homes with leisure to reflect upon what the meeting has accomplished for them. The annual dues of the jobbers, at the suggestion of the Chairman of the Proprietary Committee, Frank A. Faxon, have been doubled, the motion being carried unanimously and without a dissentient voice. The Proprietary Committee spent in the fiscal year just ended six thousand dollars of the Association's total income of eight thousand. All of the money resulting from the increased levy, it is understood, will go into Mr. Faxon's hands, to be used, if necessary, in investigating the doings of jobbers suspected of violating the rebate plan. He is to have a capable lieutenant, and it seems to be understood that F. E. Holliday, of Topeka, Kan., chairman of the Executive Committee of the N. A. R. D., is, or will be, nominated for the post. It is not clear that any part of the fund so developed is to be used in the correction of the evils which beset the retailer; and yet, the lieutenantcy of Mr. Holliday would seem to point inferentially to such a hypothesis. One thing, however, seems clear: the jobbers and the retailers would be united by the coalition of these two gentlemen.

The Jobbers' Point of View.

Mr. Noyes said to the convention at Niagara Falls that he had no sympathy with those manufacturers who had taken advantage of more prosperous trade con-

ditions to increase prices, as there had been no advance in the price of drugs to warrant it. Furthermore, he was not in favor of manufacturers giving jobbers an increased discount. No man knows better how to sugar-coat a homily than our silver-tongued orator from the northwest. In these two remarks he is seen on the one side to chasten the manufacturers for undue greediness, and at the same time to occupy a charmingly dispassionate and public-spirited position himself, on the other. If you desire to effectively rebuke your neighbor for drinking champagne, it will be well to state on your own account that you are prepared to forswear something or other—weiss beer, for example. That weiss beer is not really essential to you, need not appear. Mr. Noyes is one of those well-established and prosperous jobbers who occupy an almost invulnerable position. He can well afford to forego that extra discount. An extra discount, moreover, might sustain old competitors and foster new ones. Not that such a sordid thought could enter into the considerations of so distinguished and fair-minded a gentleman. His disclaimer as to the discount is not likely to be echoed by many of the rank and file of the jobbing trade. They long for that extra discount as Oliver Twist hungered after the gruel which he failed to get. If they do not get it they are likely to starve to death.

As to what Mr. Noyes said about the manufacturers taking advantage of more prosperous trade conditions to advance their prices, he is too close an observer of affairs not to see that the advance was fully warranted by the steadily increasing cost of maintaining the demand. Advertising is greatly less productive of sales

than in former years, due no doubt to the crowding in of competing advertisers. Twenty or thirty years ago a man could invest ten thousand dollars in newspaper space and make an independent fortune. It is different nowadays. A proprietary medicine business to-day does not pay a materially greater percentage of profit on the capital invested than does any other business enterprise. It is the day of small earnings in every department of commerce, and the proprietary medicine business is no exception to the rule. People who profess to believe otherwise must be either misinformed or dishonest. It is unjust to hold up the manufacturer before the eyes of the retailer as a bloated and greedy Dives.

Through Retailers' Eyes.

Simon N. Jones, of Louisville, President of the N. A. R. D., is much too far-seeing a man to be misled by Mr. Noyes' sugar-coated homily. In common with many of the leading lights of the new association, he perceives that the retailer and manufacturer are drawn together by the common fears and the common hopes begot of their environment. He is, perhaps, too diplomatic a man to express all of his inward convictions to any chance listener. But he showed something of the trend of his thought when he stood before the Proprietary Association at Niagara Falls and said: "It is appalling to think that in most of the great trade centres, the retail druggist is owned almost body and soul by the jobber. In many places the retailer is afraid to join local associations for fear of offending the local jobber." Has he not here laid his finger upon the sore spot? Is it not plain that he fears

the influence of the jobbers? Is there not behind his words the unspoken thought that the jobbing trade holds a power over the retail trade which might be used for peculiarly selfish ends? On the other hand, he plainly sees that everything is to be hoped for from the manufacturers. He says: "We appeal to you to consider the conditions and render us your assistance." Let the N. A. R. D. hold to that attitude and their success is assured.



Would that there were more jobbers like Cyrus P. Walbridge! One has only to look into his face to see constancy, fearlessness and truth writ so large that all may read. In his address to the N. W. D. A. he urged that every jobber earnestly support the N. A. R. D. Further he said: "Are there not enough leading minds in the three branches of the trade, to devise a friendly, lawful and practicable working arrangement which shall not only save ourselves much annoyance and waste, but likewise greatly benefit the community by protecting it against errors and frauds which may have fatal results to human life?" It will be remembered that Mr. Walbridge had the courage to defy the new anti-trust law and refuse flatly to supply the cutters in St. Louis who under its provisions demanded that he supply them with goods. It is men of such sterling qualities of heart and mind that bring us back to our early trust in human nature. All things seem possible where there is much material to work with. If there were more of it, the "friendly, lawful and practicable" plan would go into successful operation in short order. But, while Mr. Walbridge is supporting the N. A. R. D., not alone with honeyed words, but with doughty deeds, what are some of the others doing? How many jobbers could be depended upon to refuse supplies to department stores and cutters, not under compulsion, but of their own free will?



Of Adulteration in Drugs.

There were two reports on drug adulterations which flatly contradicted each other. The majority report found matters in a quite satisfactory condition, while the minority report found them in an exceedingly bad way, indeed. The majority report says, among other things, "We need pure water and pure air far more than we need protection from impure drugs." This smacks of political methods. When an investigation committee begins to examine into the doings of one party the leader of that party insists that the committee investigate the other fellow, "He needs it more'n I do." Impure water and air had nothing whatever to do with the matter. Despite a suggestion of special pleading, however, the majority report is interesting. With reference to a pure food and drug law, five questions had been submitted to the two hundred and thirty members of the wholesale association. The questions, as a whole, were evidently embarrassing to a good many, for nearly one-half the members made no response whatever. Others made answer to some and ignored the rest—certainly a diplomatic course. The first question, "Have you during the last year had brought to your attention any new form of adulteration or sophistication in any line which previously had not made its appearance?" elicited an almost

unanimous "No!" Possibly they had discovered for themselves something in that way, but, if so, they did not think it necessary to mention the fact. The second question, "Do you believe that the average quality of the crude drugs and chemical preparations sold by the wholesale drug trade is better or worse than in former years, say ten to twenty years ago?" developed the fact that eighty members thought the quality was better, twenty-four thought the quality was about the same, nine thought the quality was worse, and five of those who answered some of the questions, balked at this one.



Perhaps they thought the question somewhat too personal. It would be interesting and instructive to have the names of the nine who actually had the courage to "speak right out in meeting." A retired jobber once said to an AMERICAN DRUGGIST reporter that in the old days, say twenty years ago, the members of his firm never allowed themselves to know the prices of samples submitted. The head of the house picked out the sample which pleased him most, marked it and passed the lot along to his associates. When they were all agreed upon a choice, and not before, they invited quotations. Naturally, they bought as cheaply as possible, but they bought the goods they had selected. Quality was the ruling consideration: price was entirely subsidiary. "The very opposite is the process nowadays," he said. "They care nothing for quality and consider nothing but price." Any crude drug, chemical, or essential oil house frank enough to speak, will say that the whole demand for adulterated and sophisticated goods is from the jobbing trade; that patent medicine concerns, on the other hand, will buy nothing but absolutely pure goods. Inasmuch as retail druggists must, for the most part, accept whatever goods their jobber ships them, it is not far to seek for the cause of the everlasting embroilment of pharmacist and physician. The physician fails to get the therapeutic action he expected from his prescription, and he naturally blames the pharmacist.



Concerning Pure Food Laws.

To the third question, "Do you believe that a national pure food law is one of the probabilities of the near future?" fifty-four members said "Yes," twenty-five said "No," nine tried to stand on both sides of the fence at once, and thirty of those that answered some of the questions left this one alone. To the fourth question, "Is it your opinion that such a law is demanded by the majority of the inhabitants of the country?" fifty-nine said "No," thirty-six said "Yes," six couldn't make up their minds, and seventeen of those that answered some of the questions did not reply to this one at all. To the fifth question (the most important of the lot where the morality of the jobbing trade is considered), "Are you in favor of, or opposed to, such a law?" forty-one members who answered some of the questions evidently feared to go on record about this one, for they ignored it completely; six members answered ambiguously, eighteen favored such a law in modified form, twenty-seven voted squarely against it, and twenty-six replied with an unequivocal "Yes." On a question so vital to the public welfare there seem to be only forty-four jobbers out of the whole list

more or less in favor of it. Those that wanted a modification of a food and drug law were probably merely hedging. Putting them aside, therefore, and taking only those that answered the question fairly and squarely, we find just twenty-six jobbing houses willing to forego a private gain for a public good.



The majority report concludes with the following Machiavellian statement: "As an association, we should not encourage the passage of a pure food and drug law, and should especially deprecate public agitation of the subject as inexpedient and unwise, not that we fear discussion, but because of the lack on the part of the public of the technical knowledge necessary for intelligent discussion." The Brosius-Faulkner Bill, which was probably the thought behind the five questions, deals merely, so far as the drug trade is concerned, with preparations made according to the U. S. P. or the National Formulary, and says nothing whatever of proprietary medicines made by private formula. The question submitted to a vote, therefore, narrows itself down to such drugs and chemicals as reach the sickroom under the authority of the physician, backed by the consent of the pharmacist. It involves the well being of suffering humanity, not acting upon its own responsibility, but accepting the dictum of others in simple trustfulness and blind faith. And how has the jobbing trade of the United States responded to that question?



John F. Queeny, of St. Louis, a member of the Committee, submitted a minority report totally disagreeing with the chairman's conclusions. He alluded to the sophistications of essential oils, the sale of synthetic products for natural products, the wide range of price in articles supposed to be pure, to the fact that powdered drugs were constantly quoted at lower figures than the market price of the whole drug—to the fact that *Carthagenia ipecac* is found on sale when its importation is forbidden by special enactment of the Government of the United States. His conclusions find an echo in the ever-present cry of producers and importers that jobbers insist upon having cheap goods and care nothing whatever about quality. What is to be done when jobbers demand a product at a tenth of its value, but to reduce the quality of the product to meet the price? A New York house said recently to an AMERICAN DRUGGIST reporter that if they insisted upon selling nothing but pure goods, they would starve to death. Retail druggists and physician might both suffer in reputation, and the poor patient suffer in mind, body and estate, but the jobber must have his sophisticated goods upon which he could make a round profit.



Will Challenge if Necessary.

At the time of the fluke races between the Columbia and Shamrock it became known that the Ayer family and associates, consisting of Frederick Ayer, of this city, Charles F. Ayer, Frederick Fanning Ayer, of New York; Alfred E. Rose, manager of the J. C. Ayer Company, of Lowell, together with some Boston and New York gentlemen, were anxious to build a challenger for the America's cup in the event of that precious relic being won by the "Shamrock." During the try-

ing period when everyone was whistling for a breeze, Mr. Rose confirmed the report to this effect. He is a member of the Field and Marine Club of New York, and has under charter at the Eastern Yacht Club the steam yacht "Navarach." Frederick Fanning Ayer is a member of the New York Yacht Club, and all the gentlemen concerned in the matter are members of yachting organizations or interested in the sport. They are willing to spend \$500,000 if necessary.

Mr. Rose added that he had every confidence the "Columbia" would win the present series of races, but if by any possibility she did not, he and his friends would make a proposition, which they would ask to have considered, having in view the winning back of the cup.

He and his friends are influenced partly by the memory of the yacht "America," whose owners, the Butler family, are neighbors of Mr. Rose. The latter said, in speaking of the matter, that the gentlemen interested have the time to give to it and are willing to spend the money necessary to build and equip, take over and race a challenging yacht.

Should the "Shamrock" win the cup, Mr. Rose estimated the cost of the enterprise contemplated as about \$350,000.

"We are not talking for publication yet," he said, "but, watching the result of the present races, are prepared to furnish a challenger if it should be needed."

A Novel Scheme.

There was an interesting gathering of well-known retail druggists in Boston the first week in October. Chester, Kent & Co., of that city, manufacturers of Vinol, through its president, James T. Wetherald, entertained the various retailers of this preparation, and tendered them a banquet at the Algonquin Club House. The affair was a great success, and the participants enrolled themselves under the name of the Vinol Club, with the intention of becoming a permanent organization and holding annual meetings. This company sells its goods through the leading druggists in each city instead of through jobbers, and the plan has been most successful, and the pleasantest of relations exist between the firm and its distributors. This novel scheme has proved most satisfactory, and, in addition, all advertising runs for Vinol are signed by the retail druggist instead of by the main firm.

At the banquet Mr. Wetherald, as presiding officer, and Mr. Louis K. Liggett made addresses of welcome, others also speaking. The "Vinol plan" and the "Vinol Club" were discussed most enthusiastically. Among the many present were: Frank A. Davidson, T. Metcalf Company, 39 Tremont street, Boston; J. T. Wetherald, president, Chester, Kent & Co.; Marion V. Putnam, secretary and treasurer, Chester, Kent & Co.; Albert E. Seibert, vice-president, Chester, Kent & Co., New York City; Samuel J. Foster, C. H. & J. Price, Salem, Mass.; John H. Greer, 259 Essex street, Lawrence, Mass.; F. S. Stevens, F. S. Stevens & Co., Bridgeport, Conn.; George Walters, Johnstown, N. Y.; A. P. Preston, Portsmouth, N. H.; Charles Gale Shedd, Keene, N. H.; Stephen F. Fiske, Pawtucket, R. I.; Charles N. Swift, Brockton, Mass.; A. L. Childs, Middleboro, Mass.; Henry C. Hall, Hall & Lyon, Waltham, Mass.; William P. Lawton, C. H. & H. A. Lawton Company, New Bedford, Mass.; John W. Considine, C. H. &

H. A. Lawton Company, New Bedford, Mass.; Warren Toppan, Lynn, Mass.; W. K. Currier, M. D., Pittsfield, Mass., of D. & W. K. Currier & Co.; John H. Moore, Beverly, Mass.; James T. Wright, Newport, R. I.; A. G. Munroe, Augusta, Me.; Samuel Anderson, Bath, Me.; Thomas E. Varney, Dover, N. H.; George C. Lyon, Providence, R. I.; A. W. M. Moffitt, Troy, N. Y.; Charles E. Bardwell, Holyoke, Mass.; C. K. Graves, Northampton, Mass.; Albert E. Lerche, Springfield, Mass.; W. H. Blanchard, Nashua, N. H.; Charles F. Ripley, Taunton, Mass.; O. C. Reed, Toledo, O.; D. W. Heseltine, Portland, Me.; Frank I. Pierson, Leominster, Mass.; Thomas C. Riley, Boston; J. C. Brady, Fall River, Mass.; Edward Ellingwood, Lowell, Mass.; John Wood, Boston.

Fairchild Wins a Suit.

A decision of considerable importance was made by Judge Kohlsaat in the United States Circuit Court at Chicago last week. In a bill for an injunction Fairchild Brothers & Foster, of New York, had charged Edward Otto, a Chicago druggist, with substituting a spurious and inferior preparation for "Fairchild's Essence of Pepsine" in several cases where the latter was expressly called for in physicians' prescriptions. The case was hotly contested and hundreds of pages of depositions were taken in New York and Chicago. Judge Kohlsaat's decree sustains the charges made, perpetually enjoins Otto from ever repeating the offense, and taxes him with the costs, amounting to about \$500.

MINOR NEWS NOTES.

It is reported that some concern has recently been approaching retail druggists with an offer to give them package teas in exchange for unsalable patent medicines. For their own safety, druggists should discourage such offers as this and at once report them to the headquarters of the N. A. R. D. Remedies gathered in this way are almost invariably marketed at cut prices in sections where they have a sale, and so the legitimate drug trade is demoralized.

On the afternoon of October 7 the police caught three men who had just broken into the building 135 and 137 Columbus avenue, occupied by the Potter Drug & Chemical Company. They had gained an entrance by means of a rear window, and were captured inside the building.

Preparations of Colloidal Mercury.

In a pamphlet on soluble mercury as a medicinal agent (S. Karger, Berlin, 1899), Dr. Oscar Werler, a Berlin specialist in diseases of the skin and throat, commends the following formulas:

OINTMENT OF COLLOIDAL MERCURY.	
Colloidal mercury	10
Distilled water	10
Lard	60
White wax	15
Ether	1.5
Benzoylated ether	3.5

If the ointment is rubbed too vigorously the colloidal mercury is easily transformed into the insoluble form of metal, and for this reason it is first dissolved in cold water. The solution can very easily be distributed throughout the base. The lard and the wax are first melted to-

gether and gradually mixed with the aqueous solution until the salve shows a uniform dark gray color. The ether is then added, giving an agreeable odor to the preparation, and at the same time facilitating its absorption. The ointment is decomposed on exposure to light and air, and should therefore be carefully protected. On account of the very fine state of subdivision in which the mercury exists in this ointment it is only made of 10 per cent strength.

COLLOIDAL MERCURY PLASTER.

The author recommends the admixture of 15 per cent of colloidal mercury with rubber plaster base, which is then spread in the usual manner. The plaster is dark gray in color and very adhesive.

COLLOIDAL MERCURY PILLS.

I.
Colloidal mercury, 0.3 to 1.0 Gms.
White bole.
Glycerin, of each a sufficient quantity to make 80 pills.
Dust with talcum powder.

II.
Ointment of colloidal mercury 3 to 6 Gms.
White bole, a sufficient quantity to make 80 pills.

The latter formula is preferable since the pills made by it keep better than those made by the first formula given.

The author also recommends a solution of 1 to 2 parts of the colloidal mercury in 1,000 parts of distilled water for external application, while the pulverized colloidal mercury undiluted is used for dusting on external surfaces where indicated. Being very sensitive to light, it should be kept in an amber glass.

Baltimore Bowlers.

At the first meeting of the Baltimore Drug Trade Bowling Club, held at the Diamond alleys, Baltimore, on September 28, for arrangement of the season's sport, forty-five members were present. President H. C. Winkelmann, Secretary H. Krumann and Treasurer Paul Muller made reports and seven amendments to the constitution were introduced by Dr. A. R. L. Dohme. There are to be team memberships and a system of active, passive and honorary memberships. It was resolved to score strikes, spares, splits and errors in future games.

Dr. A. R. L. Dohme was elected president for the ensuing year, with A. Baumgartner, first vice-president; C. Baker, second vice-president; H. Krumann, secretary, and L. W. Davis, treasurer.

Teams were elected representing Sharp & Dohme, Gilpin, Langdon & Co., Winkelmann & Brown Drug Company, Root & Hart, Muth Bros. & Co., James Baily & Sons, McCormick & Co. and Parke, Davis & Co. The season is to begin October 3 and the schedule will embrace games every Tuesday and Friday until April, 1900. All games will be bowled on the second floor, Diamond alleys. There will be fourteen prizes. The silver club cup will go to the team winning the greatest number of games. It was decided to have official scorers and umpires at all games.

Indiana Board of Pharmacy.

The next regular meeting of the Indiana Board of Pharmacy will be held in Indianapolis, October 12, in the Agricultural Rooms of the State House. All applicants for examination wishing further information or application blanks can address C. E. Crecelius, Secretary Indiana Board of Pharmacy, New Albany, Ind.

CONVENTION ECHOES.

Social Notes of the Niagara Meetings.

The Niagara Falls meetings were reported in full in our "Convention Extra," but owing to pressure upon our space it was found necessary to give but scanty mention of the social aspects of the convention. This is particularly unfortunate since the surroundings were conducive towards making the meeting one of the most agreeable socially in the history of the organization. The hotel at which the meeting was held was closed to all save those attending the conventions, and this insured a certain degree of privacy, which much enhanced the pleasure of the various functions.

The banquet was one of the most brilliant and successful social functions ever held at the International Hotel. The menu cards were not quite up to the standard of previous years, but were fine examples of the engraver's art, and were neat and attractive. The cards were contained in a heavy dark green envelope bearing the inscription in gold letters, "Shake well before using." By follow-



TIMOTHY L. WOODRUFF,
Lieutenant-Governor of the State of New York,
President of the Maltine Manufacturing Com-
pany, Borough of Brooklyn, N. Y.

ing the directions there dropped out a beautiful half-tone engraving of the "Rock of Ages," with the Luna Island Falls as a background, the menu card proper and the toast list.

The list of toasts was printed in our last issue, but we feel that some further reference should be made to this part of the proceedings.

After the cigars had been passed around, Toastmaster Emerson arose and announced a correction in the order of toasts, and introduced Lieutenant-Governor Woodruff as the speaker of the evening, who responded to the toast "The President of the United States." Mr. Woodruff's speech was both patriotic and partisan, and contained a glowing eulogy of President McKinley and his administration. He said in part:

I received the invitation of your Association to attend this banquet and respond to the toast,

"The President of the United States," from Col. John B. Purcell of Richmond, Va., transmitted through the intermediation of Mr. William J. Walker of Albany. Mr. Walker took particular pains to inform me—although I knew it before—that our friend, Mr. Purcell, had been a colonel in the Confederate Army and that two years ago when your Association held its great meeting at Richmond, the toast assigned to me to-night had been responded to by an eminent Virginian, and that on the same occasion the toast, "Our Country," had been responded to by Gen. Fitzhugh Lee.

It did not require the influence of a Yankee go-between to enlist my interest in an occasion which was to take place within the boundaries of the State of New York under the presiding genius of one who hails from Old Virginia. I gladly seize the opportunity to weld the chains of friendship between the commonwealth which was the greatest of the thirteen original States, appropriately called "The Mother of Presidents," and the State which has become the greatest of the forty-five States which now constitute the Union, and is appropriately termed the Imperial Commonwealth. Slowly and surely marking time with progress and precision, the United States is marching forward to the fulfillment of a mighty destiny, to the harmonious quick steps of "Yankee Doodle" and "Down in Dixie!" * * *

No considerations of party policy should prevent us from giving praise where praise is due, but let us rather say, "We join ourselves to no party that does not carry the flag and keep step to the music of the Union." Therefore, as the war with Spain was begun and ended during the Administration of the present Chief Executive of the Nation, bringing with it two inestimable benefits, friendship between the great English-speaking nations of the world as perfect amity between the people of the North, and the people of the South, no man of you, be he from the North, the South, the East or the West, can withhold his response to the toast in which I shall in a moment ask you to join me, the man who now occupies the office. Let me frame it within this sentiment: The North and the South, the East and the West now knit together in bonds of fraternal esteem, linked together by the characters and achievements of her military, naval and civil leaders, riveted as never to be severed as long as we all partake of the character and spirit of those who achieved this great victory for a reunited and indissoluble nation, first and foremost among whom stands William McKinley, the President of the United States."

Thomas P. Cook, of New York, spoke to the ladies, and delivered a glowing panegyric on the sex, leading off with the statement that he was "proud of living in a land where woman's purity is her security." He asked the banqueters to "drink a health to those we love and those who love us, 'the women.'"

President C. P. Walbridge spoke to the toast, "The N. W. D. A.," and told some stories of incidents in the civil war, which were greeted with great applause. The response by President Frisbie was well received. Thos. V. Welch made a clever response to the toast "Niagara," and drew freely upon the poets. He made numerous joking allusions to the proprietary medicine interests, and his bright sallies kept the audience convulsed with laughter.

Polk Miller, of Richmond, made one of the happiest speeches of the evening. The Association thought so much of the entertainment afforded by Mr. Miller during the sittings of the Association as to extend him a special vote of thanks and an invitation to meet with them next year at Chicago.

Prominent at the Meetings.

Harold Sorby, manager of the Pasteur Vaccine Co., Chicago, in a brief address, pointed out how the National Government and local public health departments were encroaching upon the drug trade by manufacturing a certain number of biological products, such as antitoxin serums, vaccine virus, etc., and furnishing the same direct to consumers, thereby depriving the wholesale and retail trade of legitimate business. He sub-

mitted a resolution in which the concern of the Association at this encroachment by public institutions on the business of the members was expressed.

Among the foreign visitors to the convention was Theo. H. Wardleworth, of Liverpool, Eng., secretary of the Liverpool Pharmaceutical Association. Mr. Wardleworth is visiting some of the principal cities in the United States in the interest of the Liverpool manufacturing pharmaceutical chemists, Evans' Sons & Co. Mr. Wardleworth is a botanist of some reputation and is especially well informed on all matters pertaining to drugs of botanic origin. He is a Fellow of the Linnean Society.

A fairly constant attendant upon the meetings was Nicholas Newlin, well known as the buyer and manager for Geo. B. Evans, of Philadelphia, whom he represented at the meeting. Mr. Newlin is well liked and popular, and is best known to his friends as "Howard."

The Anheuser-Busch Brewing Association had their Malt Nutrine department well represented. In addition to John



CLAYTON F. SHOEMAKER,
Philadelphia, Pa., Chairman Board of Control,
N. W. D. A.

G. Patten, the manager of the local branch, Chas. W. Staudinger, of St. Louis, the head of the executive staff of the Malt Nutrine department, who has been with the Anheuser-Busch Company ever since the Malt Nutrine department was started, was present at the convention, accompanied by his wife, and met many old friends and made new ones.

Harold Sorby, the manager for the United States and Canada, of the Pasteur Vaccine Co., Chicago, made a very effective speech in opposition to the manufacture by municipal governments of certain biological products, and the furnishing of the same direct to consumers in competition with legitimate dealers. The matter was taken up by the Board of Control, and a protest will undoubtedly be made by the Association against the continuance of the practice complained of.

Several souvenirs were distributed among the members in attendance at the meeting, but none was more attractive in appearance and more generally appreciated by the recipients than the "Frog in the Throat" match box, which was given to the members in attendance by Hance Bros. & White. The body of the match box is of polished nickel and the centre is surrounded by a celluloid envelope, upon which is printed an excellent illustration of the laboratory of Hance Bros. & White and a green frog.

The distinction of making the lowest score was gained by Mrs. Hinds, who was awarded a special prize in the bowling match in which the following ladies participated: Mesdames Walbridge, Titsworth, Hargraves, Doherty, Schneider, Benjamin, Whittlesey, Littell, Hinchman, Perkins, Henry, Cox, Whiting, Johnston, Warner, Jr., Hillier, Carragan, Theo. Meyer, Curtins, Carter and Cowan.

Polk Miller, of Richmond, Va., was a host of entertainment in himself. He gave "An Evening of Story and Song" in one of the hotel parlors, in conjunction with a concert by the Forty-second Separate Company Band on the night of the President's reception, which was a great success. His quaint delineations of the old-time darkey, accompanied by the banjo, were especially enjoyed by Southern members, and the stories he told moved his audience now to side-splitting laughter, and again to tears. He freely contributed to the week's entertainment, volunteering his services on different occasions to provide dance music and songs. He gave a special entertainment for the ladies in the rooms of Commodore Emerson on Thursday afternoon, and spoke at the banquet the same evening.

The Committee on Arrangements were greatly assisted in the pleasant work of entertaining the ladies by Miss Weller, the daughter of ex-President Chas. F. Weller, of Omaha, Neb., who organized several little dance parties and receptions, and personally saw to it that the enjoyment never flagged. Also among the young ladies who contributed to the success of the entertainment features were Miss Schneider, the daughter of F. Schneider, of the Schneider & Irving Drug Co., Troy, N. Y.; Miss Winkleman, of Baltimore; the Misses Harding, of New York; Miss Perkins, of Portland, Me., and the Misses McIlvaine, of Philadelphia.

The large group photograph of the members taken by Davis Bros., of Niagara Falls, attracted attention, and many of the members purchased copies as souvenirs of one of the most pleasant and successful meetings in the history of the Association. Members who failed to procure copies of this photograph can have their orders filled by Davis Bros., 315 to 319 Riverway, Niagara Falls, N. Y., at the price of \$2.00.

The management of the International Hotel was warmly praised for their attention to the visitors. S. A. Greenwood, the manager, was assiduous in looking after their comfort, and as the hotel was given up entirely to the members of the two Associations, nothing was lacking to make the meetings the most enjoyable of any held in recent years.

The election of E. C. Frisbie to the presidency is a deserved recognition of that gentleman's services to the National Wholesale Druggists' Association, and everybody will wish for him a successful administration.

Frederick S. Bruen, of the Pond Extract Co., took an active part in the proceedings, as did also Joseph R. Kathrens, of the Pabst Brewing Co., and Chas. W. Whittlesey, of New Haven.

The trolley ride on Friday was greatly enjoyed. The route was across the bridge, past the Horseshoe Falls and Upper Rapids to Chippewa, returning to Queenston, and crossing to the American side via the Lewiston suspension bridge, the return being made over the Gorge road.

Lieutenant-Governor Woodruff not only addressed the meeting, but took an active part in the social functions connected with it, and showed that his devotion to graver duties had not interfered with his appreciation of the lighter pleasures, as he led off a waltz with Mrs. I. J. Benjamin.



CHARLES F. WELLER,
of the Richardson Drug Co., Omaha; Chairman
of the Committee on Membership of
the N. W. D. A.

L. B. Bridaham, of the Bridaham-Quereau Drug Co., Denver, Col., was a new comer at the convention. He was initiated into the workings of the Association by Dr. H. C. Lovis, of Seabury & Johnson.

The group photograph of proprietary medicine manufacturers, taken on one of the closing days of the Convention, was made by the Pan-American Photo Co., 496 Main Street, Buffalo, for the Buffalo "Times." Copies can be had of the photographers at the price of \$2.

Geo. A. Miller, the agent of the Bell Telephone Company, assisted in the entertainment by his services at the piano. There were numerous impromptu musicales given during the week, and Mr. Miller's skillful playing was greatly appreciated.

NEW YORK DRUGGISTS IN SESSION.

Manhattan Association Resumes Work.

ENTERS THE FIELD OF POLITICS.

Mazet and Henry Endorsed — Druggists Urged to Support These Candidates for Re-election in the Ninth and Nineteenth Districts Respectively.

The first regular meeting of the Manhattan Pharmaceutical Association, after the summer recess, was held on Monday evening, October 16, at the College of Pharmacy. Reuben R. Smith, president, occupied the chair, and the meeting was called to order with twenty-two members present, at 8:30 o'clock.

Secretary Keenan read the minutes of the preceding meeting, and of a meeting of the Executive Committee, which were approved as read. In the absence of Treasurer John C. Denner his report was read by the secretary, in summary, as follows:

Balance on hand June, 1899.....	\$341.88
Receipts from dues to October, 1899.....	40.00
Total	\$381.88
Disbursements to October.....	172.06
Balance	\$209.82

The report was ordered received.

To Support Mazet and Henry.

Clarence O. Bigelow made a verbal report for the Committee on Legislation. He spoke of the candidacy of Assemblymen Mazet and Henry for re-election in their respective districts, the Nineteenth and Ninth, and suggested that the Association take some action looking to the support of these candidates. After Oscar Goldmann had spoken in support of Mr. Bigelow's remark, Mr. Bigelow moved the appointment of two committees of three each to visit the druggists of the two districts and urge their support of Mazet and Henry for the Assembly. Another committee of three was appointed to draft campaign literature. As a committee for the Ninth District, the president named Clarence O. Bigelow, Wm. Müller, Wm. M. Massey. For the Nineteenth, Chas. S. Erb, Geo. C. Diekmann, A. P. Kerley. Committee to draft a campaign document: Reuben R. Smith, A. C. Searles, Geo. H. Hitchcock.

The report of the Committee on Legislation was then adopted.

Sidney Faber reported for the Committee on Finance, having passed upon the disbursements of the treasurer.

The meeting then listened to reports of special committees and delegates to the various pharmaceutical associations which had met in the interval since the last meeting. Otto Boediker told of his experiences at the annual meeting of the A. Ph. A., and in alluding to the benefits derived from membership strongly urged those members of the Manhattan Pharmaceutical Association who were not members of the A. Ph. A. to join. T. J. Keenan reported verbally as the delegate to the meetings of the New York State Pharmaceutical Association, the National Association of Retail Druggists and the N. W. D. A.

The Committee on the N. A. R. D. was discharged and a new committee appointed as follows: Charles S. Erb, 121 Amsterdam avenue, chairman; John M. Tobin, J. W. Ferrier, Otto Boediker, A. P. Kerley.

On motion of Oscar Goldmann the committee was instructed to make a report for or against the Manhattan Pharmaceutical Association affiliating with the N. A. R. D. at the next monthly meeting. The secretary will inform the members in the announcements of the meeting of the importance of the matters to be decided at this meeting, and a large attendance is looked for.

"Shorter Hours" Up Again.

The secretary read the draft of a bill for the regulation of the work hours in drug stores, presented for approval by the New York Pharmaceutical Clerks' Association. A number of members called attention to the fact that the draft as presented did not agree with the draft originally accepted by the conference committee, and on motion the draft was referred back to the special committee of the association appointed to confer with the Clerks' association, with instructions to that committee to get an explanation of the changes.

Executive Committee of the N. Y. S. P. A. Ask an Endorsement.

Dr. P. W. Ray, of Brooklyn, a member of the Executive Committee of the State Pharmaceutical Association, was permitted by the president to make a statement relative to the next annual meeting of the Association. Newburg had been selected by a majority of the Executive Committee as the place of meeting, and Dr. Ray said he was in attendance upon the meeting to secure the endorsement of the Manhattan Pharmaceutical Association for the act of his committee.

Sidney Faber, the secretary of the German Apothecaries' Society, who is also a member of the Manhattan Pharmaceutical Association, started to his feet immediately after Dr. Ray had ceased speaking, and moved that "the Manhattan Pharmaceutical Association endorse the act of the Executive Committee of the New York State Pharmaceutical Association in selecting Newburg as the place of meeting."

The motion was seconded, and was about to be adopted, when Secretary Keenan called attention to the peculiar position in which the State Pharmaceutical Association, and particularly its Executive Committee, would be placed by its adoption. He asked if the committee did not feel strong enough to shoulder the whole responsibility for the selection of Newburg, and said it was an unheard-of thing for the Executive Committee of the State Pharmaceutical Association to appear before a local association, and seek its support as against the druggists of the State. Mr. Keenan opposed the motion.

The "Pleasure" of the Manhattanites.

Wm. Muir, of Brooklyn, took the floor as an apologist for Dr. Ray, and said the latter had not really intended to seek the endorsement asked for by Mr. Faber. Mr. Faber thereupon withdrew his motion, and another motion by Chas. S. Erb, reading: "The Manhattan Pharmaceutical Association learns with pleasure of the selection of Newburg as the place of meeting for the New York State Pharmaceutical Association," was adopted.

On motion of Mr. Faber, the Association endorsed the recommendation con-

tained in the annual address of a former president of the New York State Pharmaceutical Association, that graduation from a recognized college of pharmacy be a pre-requisite for registration by a board of pharmacy; not, however, before J. M. Tobin had asked and been informed that only about 30 per cent of the druggists of New York were graduates.

An application for membership was received from James Wilson, 215 Columbus avenue, which was referred to a special committee.

Only routine business was transacted after this, and the meeting adjourned at 11 o'clock.

Phenacetine Injunction.

Judge Ricks, in the United States Court, at Cleveland, O., Monday, October 9, continued an injunction in the case of the Farbenfabriken of Elberfeld Co., of New York, against Alfred C. Smith. According to the claim of the



DAVID M. COWAN,

of Plimpton, Cowan & Co., Buffalo, Member of Transportation Committee, N. W. D. A.

plaintiff, as set up in their petition and affidavits, Smith was engaged in the sale of phenacetine and other patent preparations, of which the plaintiff under its patents was entitled to the exclusive sale in this country.

Smith was located in Cleveland and engaged in the sale of the patent preparations to the drug trade under the name of Taylor, Haly & Co., at No. 1294 East Madison avenue, as the Smith-Taylor Drug Co. at No. 1421 Cedar avenue, and later under his own name at No. 254 Euclid avenue. Smith secured the patented preparations in Canada, it is alleged, and sold them at a slightly lower price than the New York concern controlling the patents in the United States.

Judge Swan issued a temporary injunction against Smith a few weeks ago. The case was to have come up for hearing Monday. Smith is said to have disappeared after the commencement of the suit, and the United States marshal's office men were unable to secure service upon him. He is said to be in Canada. According to the injunction Smith is forbidden from selling or advertising phena-

cetine in the United States. The text of the permanent injunction follows:

THE UNITED STATES OF AMERICA,
Northern District of Ohio, Eastern Division, ss.

At a stated term of the Circuit Court of the United States, within and for the Eastern Division of the Northern District of Ohio, begun and held at the City of Cleveland, in said District, on the first Tuesday in October, being the 3d day of said month, in the year of our Lord one thousand eight hundred and ninety-nine, and of the Independence of the United States of America the one hundred and twenty-fourth, to-wit: On Monday, the 9th day of October, A. D. 1899.

Present: the Honorable

AUGUSTUS J. RICKS,

United States District Judge.

Among the proceedings then and there had were the following, to-wit:

FARBENFABRIKEN OF ELBER-
FELD COMPANY

vs.

ALFRED C. SMITH.

5064
Chan-
cery.

On reading and filing the order to show cause, and the papers annexed, and on additional affidavits of John M. Baillie, Frederick A. Mosse, and Frederick Kloppenburg, and it appearing that the Marshal for this District has been unable to serve the defendant within this jurisdiction, and it further appearing from the affidavits last above named that the said defendant has removed himself without the United States since the granting of the order by his Honor Judge Swan; it further appearing that a certified copy of said order was served upon said defendant, but that said defendant refused to accept same. Now, after hearing Anthony Gref, Esq., Counsel for the Complainant,

It is ordered that the restraining order heretofore granted, restraining said defendant from, in any way, directly or indirectly, selling the drug or chemical known as Phenacetin, or from offering to sell the same, is hereby continued until further order of this Court.

It is further ordered, that upon service of the subpoena ad respondendum, or upon the voluntary appearance of the defendant in this cause, that the motion for preliminary injunction herein shall be set down for argument upon thirty days' notice to solicitors for the complainant, or such other time as may be fixed by the Court, and pending the hearing and determination of such motion and the making of a further order, the restraining order granted herein and hereinbefore referred to, be and the same is hereby continued.

Baltimore Association.

The Baltimore Retail Druggists' Association held a regular quarterly meeting and the annual election of officers at Alumni Hall, Maryland College of Pharmacy, Aisquith street, near Fayette, on October 11. President A. J. Corning called the meeting to order. The reports of the various standing committees were submitted and accepted and a financial report was made, showing the treasury to be in a flourishing condition.

The reports of Delegates H. P. Hynson, J. G. Beck and O. C. Smith, representing the Baltimore Association at the convention of the National Association of Retail Druggists, at Cincinnati, were read and indorsed.

The officers elected for the ensuing year are: John G. Beck, president; J. Webb Foster, first vice-president; Owen C. Smith, treasurer; Dr. R. E. Lee Hall, secretary; A. J. Corning, Henry P. Hynson, August Schraeder, Charles Morgan, John H. Hancock and Charles H. Ware, Executive Committee.

Much difficulty is being experienced by the War Department in procuring men for the hospital corps. The increase of the Philippine army to 63,000 men will necessitate a corresponding increase in this service. Fully 2,500 hospital corps men will be needed, the calculation being based on an estimate of 6 per cent of the combatants being incapacitated for active duty.

Greater New York.

News of the Trade in and About the Five Boroughs—Notes of Personal Interest—Changes and New Stores—Trade Gossip.

Items of Personal Interest.

One of the finest exhibits in the drug line at the Philadelphia Export Exposition is said to be that of Seabury & Johnson.

Caplan & Robbins, two recent graduates of the B. C. P., have opened a store at Eighty-first street and Lexington avenue, Manhattan.

One of the busiest men about town in these days is the genial and ever happy clerk of the Brooklyn College of Pharmacy, Mr. Harloe.

Dr. Mangan, instructor in chemistry, Brooklyn College, has been selected to fill the same position in the Long Island College Hospital School.

D. M. Alexander, formerly with Troessler's Amsterdam avenue store, has opened a store at Franklin avenue and 169th street, Borough of the Bronx.

The Metropolitan Medical Service Co., of Brooklyn, is a new incorporation with a capital of \$10,000. Incorporators: A. Hayman, S. Hornstein, B. Gauz, all of Brooklyn.

Schimmel & Co., of Leipsic, who are represented in the United States by Fritsche Bros., of this city, have established a branch house in London under the management of H. Breitenstein.

The class of 1900, Brooklyn College of Pharmacy, has elected the following officers: President, Arthur Engler King; vice-president, Edward Steele; secretary, Amile Beyer; treasurer, George Reither.

Walter C. Dunn, graduate B. C. P., '99, recently with Dennis Bros., Far Rockaway, L. I., is busily engaged in making preparations to open the new store on Madison street and Franklin avenue, Brooklyn.

The sympathy of the trade has gone out in full measure to Albert Plaut, of Lehn & Fink, whose wife died suddenly on the 29th ult., after a short illness. The establishment was closed on Monday, the day of the funeral.

Wm. C. Vincent is refitting his store on the corner of Bedford and De Kalb avenues, Brooklyn. The handsome dark oak fixtures, metal ceiling and new fountain will give Mr. Vincent one of the handsomest stores of its size in Brooklyn.

At the annual meeting of the Drug Trade Club, held on October 6, the following candidates for the Board of Governors were elected for the two years term: J. L. Hopkins, George W. Kenyon; for the three years' term, S. H. Carragan, W. Hamann, George MacLagan, Hector M. Hitchings.

President Andrew Myrh, of the class of '99, B. C. P., and other resident members have kept a perfect organization since graduation. During the summer they had a baseball nine, and now with the advent of the cooler weather they will have a bowling team on the alleys, and expect to meet all comers.

We regret to learn that E. S. Wells, the originator of the "Rough On's" and the "Get There's," who has been confined to his bed for eight months with rheumatism, has been left a cripple with a stiff right knee and elbow and a crippled right hand, and worse yet, his wife, who was taken sick about the same time, died on July 16.

Thimme is certainly taking himself seriously—what no other body does. He has written an open letter to Governor Roosevelt, challenging him to a meeting on the platform for debate. Thimme and his League are working hard to prevent the re-election of Assemblyman Mazet, and he objects to the Governor taking a hand to help Mazet.

Directory thieves have been busy this year in the Seabury & Johnson building in Maiden Lane.

Since the new directories were issued in the early summer no less than four have been stolen from the offices of Hance Bros. & White, and Seabury & Johnson. The latter firm is seriously considering the advisability of mailing its directories to the floor.

The alumni of the Brooklyn College of Pharmacy held its first meeting after the holidays in the college building on Sept. 21. A decided advance in numbers was noted. After the regular meeting a pleasant evening was spent at the Grand Avenue bowling alleys. This month the association gave a theatre party as the beginning of a series of social entertainments.

Russell Robbins, son of the late Daniel C. Robbins and brother of Herbert D. Robbins of the wholesale drug house of McKesson & Robbins, 91 Fulton street, and of Mrs. Perry Belmont, died Monday, October 2, at his residence in Charlotte, N. C. He was 32 years of age and unmarried. For a number of years he had been a sufferer with lung trouble, which caused his death.

A cue early in the evening gave the actors the tip, and as a result there were innumerable allusions to the "Pill Roller" at Hyde & Behman's vaudeville house on the evening of the 19th. It was all because the Alumni Association, Brooklyn College of Pharmacy, had a stag theatre party, which was a pronounced success. After the show there was an informal dinner at the Argyle.

Cards are out announcing the marriage of Miss Alma, daughter of Mr. and Mrs. Chas. E. Dohme, of Baltimore, to Mr. Hans von Marces, on Oct. 11. The bride is widely known and much admired in pharmaceutical circles, as she has accompanied her father to several of the meetings and, having a voice of great power and flexibility which has received the best training, has frequently entertained the members by taking part in concert programmes.

The annual meeting of the Elizabeth (N. J.) Pharmaceutical Association was held Oct. 16, and the following officers were elected for the ensuing year: President, George B. Hooker, vice-president, George Mackey; secretary, David Strauss; treasurer, William R. Richart. The committee that had charge of the entertainment of the State Pharmaceutical Association, which met a short time ago, was congratulated upon its work and a rising vote of thanks was given it. The other business transacted had reference to the drug trade in this city.

VISITORS OF THE FORTNIGHT.

Among the many druggists from all over the country who have visited this city during the past week we note the names of the following: Prof. J. U. Lloyd, Cincinnati; F. A. Hubel, Detroit; F. R. Pease, Springfield, Mass.; Wm. J. Walker, of Walker & Gibson, Albany; P. M. Slaughter, Richmond, Va.; H. Wolf, Baltimore, Md.; Chas. F. Weller, Omaha, Neb.; A. C. Murdock, Parkersburg, W. Va.; F. L. Vaughn, Springfield, Mass.; Frank R. Peas, New Bedford, Mass.; J. B. Lute, wholesale, New Haven, Ct.; H. H. Fairbanks, Worcester, Mass.; B. E. Hamlin, of R. J. Hamlin & Co., Detroit, Mich.; C. F. Wright, Susquehanna, Pa.; W. J. Murray, Columbia, S. C.; A. Merritt, Boston; A. P. Baer, Baltimore; W. L. Berry, Nashville, Ky.; Wm. R. Warner, Philadelphia; W. C. McPike, Atkinson, Kan.

Evading the New Dispensary Law.

Under the new law, no person or corporation or society may conduct a dispensary unless by license issued by the State Board of Health. A dispensary is defined to be "any person, corporation, institution, association or agent whose purpose it is, either independently or in connection with another, to furnish at

any place or places, to any person or persons non-resident therein, either gratuitously or for a compensation, medical or surgical advice or treatment, medicine or apparatus, provided the moneys used by and for the dispensary be derived wholly or in part from trust funds, public moneys or sources other than the individuals constituting said dispensary and the persons actually engaged in the distribution."

This simply makes it necessary for the drug stores to drop the name dispensary and to separate the medical department from the store proper by a flimsy partition, and this is what is being very generally done.

Jersey City Association Elects Officers.

A meeting of the Jersey City Druggists' Association was held on October 17 at Phillips' Hall, and the following officers were elected for the ensuing year: J. E. Gallagher, president; William Laird, vice-president; William Beardmore, treasurer; Chas. Kuehne, secretary. Walter Huber and John Kimpel, Jr., were elected to membership. The next meeting of the Association will be held Thursday, November 21.

Searching for Clues in the Molineux Case.

All the druggists and chemists in the city have received a circular note printed on the letter heads of the District Attorney's office in type imitating typewritten characters and signed by Assistant District Attorney Osborne. The recipients of the circular are asked to look over their record of sales of poisons in the last four years and to make note of all sales of cyanide of mercury made in that time. They are also asked to go over their prescription files to see if they had ever filled a prescription written by Dr. A. Monae Lesser for H. or H. C. Cornish, and calling for Kutnow powders or Kutnow effervescent salts. Dr. Lesser informed the District Attorney's office a long time ago that a patient giving the name of Cornish had applied to him for treatment. The evidence, of course, is wanted for the Molineux trial.

Holiday Closing.

It is generally claimed that druggists can never have any opportunity to participate in any public demonstration, it being impossible for a druggist to close on a holiday. William T. Blair, of 399 Ninth avenue, with the assistance of Geo. B. Dessaur, a clerk, persuaded a number of druggists to show their respects for the hero of Manila by suspending business on Saturday afternoon, September 30, between the hours of 12.30 and 6 p. m. In consequence of this movement the stores of the following druggists were closed on the occasion of the Dewey land parade: Chas. F. Schinkel, 341 Ninth avenue; Henry Schierer, 366 Ninth avenue; Wm. T. Blair, 399 Ninth avenue; Wm. T. Cox, 382 Tenth avenue; Louis Lipsch, 420-2 Tenth avenue; Richard Reuter, 449 Tenth avenue.

This is excellent proof, if any proof be needed, that it is possible for the hard worked druggist to get an occasional holiday, and it is to be hoped that the example set will be followed on future occasions.

The New York College.

At the regular meeting of the college held on Tuesday evening, October 17, the committee to which had been referred the proposition to bestow the honorary degree of Doctor of Pharmacy on all the graduates of the college who had served as apothecaries in the navy during the Spanish war, reported adversely upon this proposal. Mr. Macmahan earnestly urged the adoption of the proposition, and proposed that the matter be referred back to the committee for further consideration, but this motion was lost.

The Report of the Delegates of the New York College of Pharmacy to the Albany Meeting of the New York State Pharmaceutical Association of 1899, was presented by the Chairman of the Delegates, Dr. Rusby, as follows:

The twenty-first annual meeting of the New York State Pharmaceutical Association was held in Albany at the Ten Eyck Hotel, June 25 to 30, and was generally regarded as the largest and most successful that the Association has ever held. This favorable result was unquestionably due in a great measure to the large attendance from this city, and it is to be hoped that the interest thus shown may be continued in the future. This is desirable, not only in the interest of a large attendance, but in the broadening of its character and of that of the work to be performed. We have in the city of New York and in the State outside elements as diverse probably as anywhere can be found within an area of equal extent, and the association of each is necessary to the other. The very fact that pharmacy is nowhere else more highly advanced than in greater New York is apt to blind us to the exigencies and necessities of our brethren of the State at large, while on the other hand, it cannot be denied that the latter are super-conservative and would be the better for a closer acquaintance with the people of this district. It may be said farther that nothing was ever more clearly shown than it was shown at this meeting that an intense feeling of sectionalism exists in the rest of the State against this city. By vote of the Association that portion of the proceedings which indicated this condition of affairs was stricken out; an action which, in the opinion of your delegates, is productive of more harm than good; as the better known that such a condition becomes the more likely are those responsible for it to seek a higher plane of action. The natural tendency of such a feeling is to lead the parties, in many cases unintentionally and unconsciously, to oppose one another's efforts from mere feeling, to the great curtailment of the good influence of the Association. It is to be hoped, therefore, that the city, and especially this College, will unite in making the attendance at the next meeting even larger and more active than at this. Even when disagreements arise the effects of free debate and the influences of social intercourse may be expected to slowly bring about that state of harmony which is inevitable when once it becomes evident that the best interests of all are in the end identical.

Such full reports of the proceedings have been published in the pharmaceutical press that your delegates find it desirable not to attempt such a report here, but to restrict themselves to those subjects which are of especial interest to our College.

We are happy to report that our full delegation was present at the meeting, some of them all of the time and all of them some of the time, as Mr. Lincoln might have put it. Many prominent members of the College were also in attendance.

The opening proceedings were of a character rather more fresh and original than customary, and the president's address very vigorous and practical. As that part of the proceedings which most interests us was taken in connection with this address, the subject may here be considered. Dr. Muir recommended that the diploma of a school of pharmacy be required as one qualification for the licensing of pharmacists, and that the schools of pharmacy of the State should place their entrance requirements under the direction and control of the Board of Regents. The Committee on President's Address reported favorably upon all recommendations except that relating to such requirement of a college diploma. A minority report approved of that also. It was moved that the minority report be first considered. The motion was carried by a large majority, but was declared lost by the acting president, Mr. Muench. An appeal was taken and sustained, and the minority report was considered. It elicited an animated debate. The application of the five-minute rule, after several persons had spoken, curtailed freedom of debate and prevented some who would have been glad

to set the real merits of the case in the proper light before the meeting. Such an, absolutely misleading and unjustifiable statement as that the colleges of pharmacy are private institutions having private ends to serve, especially when coming from a respectable member of the Association, should not have been allowed to go unrefuted.

The opposition, except in the few cases where it was based upon feelings of hostility and revenge against one or more of the colleges for fancied personal wrongs, was mostly perfunctory and half-hearted, and its advocates earned hearty admiration for their able management under such circumstances. The debate, and more particularly statements made in private conversation, show conclusively that the most prominent of those apparently opposed to a professional education for pharmacists were in principle in favor of it and that they merely felt for one reason or another that the time for the proposed action was not yet ripe. Although the motion was lost by the slim difference of two voting upon the wrong side, it is felt that the occasion marked a material progress in professional spirit and intelligent view over the time, not long since, when such a question could scarcely have secured a hearing before the State Association. Such an advancement and elevation of ideas is, after all, the one object which educators hold in view. The opinion is even ventured by your committee that defeat was preferable to success by a bare majority. Our object being to bring about a change of sentiment regarding



DAVID HOOPER, F.I.C., F.C.S.,
Calcutta, India.

Elected Honorary Member of the American Pharmaceutical Association at the Put-in-Bay Meeting.

professional pharmacy, action by the representative body of the State may well wait until it is made decisive by the exhibit of a strong sentiment in its favor.

The reports on new remedies by Mr. T. J. Keenan, and on purity of drugs by Prof. G. Michaelis, for their respective committees, were among the most important of the proceedings. The amount of labor performed by Prof. Michaelis in securing the data for his report was very great indeed, and for it the profession of pharmacy generally owes him a debt of gratitude. The state of affairs disclosed, however, can hardly be regarded as so rosy as the professor depicted it when he intimated that the adulteration practiced was not often intentional or intelligent and that pharmacists generally evince an earnest desire to comply with the law. It is true that the report shows a great improvement over previous conditions, but the time will come when such a report of defectiveness in pharmaceutical preparations as that depicted would be regarded with horror and would meet with unqualified condemnation.

In the election for officers, our fellow townsman, Mr. Felix Hirsman, came into competition with Mr. William Muench, of Syracuse, and the latter was elected by a vote which was afterward, upon motion of Mr. Hirsman, made unanimous.

The social features of the meeting were most ably managed by the committee having

them in charge, under the chairmanship of Dr. Huested. The growing tendency toward the undue extension of the entertainment programme upon such occasions, to the detriment of more serious business, could not be regretted upon the present occasion, as it served a most useful purpose in smoothing the friction caused by some heated antagonisms generated in debate. One of the most enjoyable of the social entertainments, a boat ride on the Hudson, was the fruit of the private liberality of Messrs. Walker and Gibson, of Albany.

Making Thimme Ridiculous.

Asked to Sing a Song.

Edward Thimme, of the defunct Shorter Hour League, tried to get a resolution passed at the meeting of the Central Federated Union requesting Governor Roosevelt not to meddle in politics, but the C. F. U. would not have it. Thimme said that his league was going to do all in its power to prevent Assemblyman Mazet's renomination, while Mr. Roosevelt was going to do all in his power to help Mr. Mazet.

"There is to be a meeting on Thursday to boost Mazet," he said, "and I am told that Mr. Roosevelt will be there. I move that the secretary write to him to mind his executive duties and not meddle with city politics. Mazet was the defender of the Astoria gas grab."

Thimme produced a song entitled "Platt and the Cowboy," which he wanted the secretary to read. Delegate O'Brien of the Granite Cutters moved that Thimme take the platform and sing the song.

"I won't sing it," said Thimme, amid roars of applause. "Then I move that the motion to write to Governor Roosevelt be tabled," said O'Brien.

The motion to table was carried.

Wholesalers' Bowling Schedule.

A meeting of the Wholesale Drug Trade Bowling League was held at the office of Colgate & Co., 55 John street, Wednesday evening, October 18, at which arrangements for the annual competition were perfected. Nine teams, representing the following firms, have entered for this season's competition: Parke, Davis & Co., Seabury & Johnson, Colgate & Co., National Lead Company, General Chemical Company, Dodge & Olcott, Merck & Co., R. W. Robinson & Sons, and Roessler-Hasslach Chemical Company. Six games will be played every Saturday afternoon at Reid's alleys, 200 Church street.

The opening series of games were rolled on Saturday, October 21, teams from the following firms competing: Parke, Davis & Co., Seabury & Johnson and Colgate & Co. on alleys No. 1 and 2; National Lead Company, General Chemical Company and Dodge & Olcott on alleys No. 3 and 4.

At the Yacht Race.

The London evening papers on October 5 stated that Mr. Lawson Johnston, of Bovril, Limited, with his yacht "Whyte Ladye," was one of those who disregarded the patrol boat lines during Tuesday's race for the "America" cup. Mr. Johnston, in a letter to the "World," however, stated that his yacht was present as companion to the "Erin," and he will, therefore, not be proceeded against.

WESTERN NEW YORK.

Buffalo, N. Y., Oct. 20.—A fairly good fall trade in the city pharmacies is the general report. The weather has been good of late and the accidental custom has been better than the average on that account, while the temperature which has been officially up to 80 within a week, and has been close to that mark several days, has reopened the soda-water trade and made some of the druggists who closed up early wish that they had not been so much in a hurry. All-the-year fountains are much more the rule than formerly, especially as the competition from outside concerns is shut off during the evening. The all-night drug store is not with us, however, as much as it used to be. There is too much trade that smacks of the saloon order and too little that brings in a profit.

The Erie County Board.

At the second October meeting of the Erie County Board of Pharmacy three licenses were granted, all on examination. Hicks Hawkins, of Costa Rica, but who expects to locate here, was given a pharmacist's license. The same was given to Charles W. Peck, late of Rochester, but now of the Bennett Pharmacy on Main street, Buffalo. An assistant's license was given to Fred Zingsheim, clerk in the store of J. A. Lockie. Drug clerks are very scarce in Buffalo, and have been for some time. The same appears to be true all through the Western part of the State.

Buffalo Druggists in Politics.

The entry of the Buffalo druggist into politics is something phenomenal, considering that it is for the most part quite recent. R. K. Smither has been active of late, but he does not appear in the late nominations of his party. Neil McEachren, also a member of the county pharmacy board, has been nominated for Alderman at a good majority over the present incumbent. Howard Wade is also a nominee for Alderman. J. A. Lockie and H. C. Cleveland, who were making spirited contests for Supervisor, appear to have got left, as their names do not appear in the lists of ward nominations, which were made October 3.

The College Opens.

The Buffalo College of Pharmacy, which opened its year on October 10, has the largest advance registry of new students of any time in its history, which ought to mean that the entering class will be very satisfactory. It is getting to be the desire, as well as the law, that a man who owns or has a position in a drug store, shall be better equipped for the work than has been the case till within the past few years. The other day a young man from a country town came to Buffalo for advice as to adding a drug department to his store. He was aware that he must have a licensed clerk, but he was not satisfied with that, and took steps towards entering the College of Pharmacy next year. The fact that he must have four years' experience in a drug store before he could obtain a State certificate did not trouble him, as it might have done but for the law on the subject. In this way the law acts as a strengthener of good purposes in pharmacy. The opening address to the students in the college was given by Edward J. Kiepe, M. D., Ph. G., of Buffalo.

Explosion in Heegaard's Store.

Druggist A. E. Heegaard, 778 Genesee street, had an exciting experience while compounding a prescription on October 17 which nearly resulted in his store being destroyed by fire. As it was a large amount of valuable medicine was destroyed, and Mr. Heegaard received some painful burns on the hands and arms.

The druggist was preparing a compound containing camphorated oil, and in mixing the stuff he placed the mixture near a hot stove. He turned his back for an instant, and as he did so the compound caught fire and exploded with a loud report. In a few minutes the rear of the pharmacy was a mass of smoke and flames, which Mr. Heegaard tried unsuccessfully to put out. Seeing that the fire was beyond his control he rushed for the nearest alarm box and summoned the fire department. The engines arrived and the firemen met with no difficulty in overcoming the flames. The loss is fully covered by insurance.



THOMAS GREENISH, F.C.S.,
of London, England, Honorary Member of the
American Pharmaceutical Association.
Dead at the age of 82.

The Situation in Rochester.

Rochester, Oct. 21.—The fact that one druggist in this city has just made an assignment is no proof that the drug business here is in a bad condition. If one has any doubt as to the general improvement in the drug trade it requires but a visit to some of the central drug stores and a glance at the decided activity of both clerks and customers to convince him of that pleasant and important fact. A few weeks ago these same clerks were leaning idly against the counter, or maybe watching the front door and hoping to see someone push the screen back and walk in. But all this has changed; the erstwhile idle clerk has no time to lean against the counter, the front door is kept swinging, and the store is filled with customers anxious to be waited on. The clerks seem to find real enjoyment in this change of affairs, for in being busy they forget their troubles, the proprietor does not have so much time to find fault, and

the look of joyous contentment on his face is enough to make a dyspeptic feel good-natured, as the constant ring of the cash register bell makes music in his ears.

The life of the druggist is not altogether unpleasant. The long hours that we hear complained of so often pass more quickly than the uninitiated would suppose. There is really no more interesting place of business than the drug store, and the man who makes pharmacy his life work has chosen a good field for his labors, and if his efforts be attended by thorough business principles he can be quite sure of reaping a good harvest.

Taking Precautions.

A very laughable little incident occurred the other day which it may not be out of place to mention in the AMERICAN DRUGGIST, and perhaps will cause some weary drug man to change his careworn look a moment for one of genuine good humor. A shipping clerk at one of the large manufacturing establishments in this city called at the freight house a few days ago and complained that a box of glass that had been shipped by his firm had arrived at its destination with every pane in the box broken. "Did you put cautions on the box?" asked the clerk at the freight house. "Certainly," answered the complaining clerk. "I wrote 'this side up with care' on the top, and then to make sure they would see it I wrote the same thing on the other side."

BUFFALO ITEMS.

De Courcy Rose has sold his Potomac avenue pharmacy, Buffalo, to J. H. Hilligass, who was formerly a clerk in the Bargar drug store on the west side. Mr. Rose still has one store, which he will continue to conduct.

A runaway horse a few days ago wrecked the fine front of the drug store of Denny & Field, at Lafayette Square, Buffalo. The horse had bolted down the sidewalk and apparently did not see the glass window. The damage to the store was estimated at \$1,000.

E. J. Liebetrut has added a second pharmacy to his list by the purchase of the store of E. G. Boysen, on Genesee street, Buffalo. Mr. Boysen has for some time been cashier in the Custom House. John Zimmerman will manage the store for Mr. Liebetrut. He was manager of the Haberstro store from the time of the death of the owner till the widow sold it.

The fire that destroyed the Choate flats in Buffalo late in September was a very serious affair, as so many occupants were uninsured. Robert H. Cox, for some time clerk in the Main street drug store of H. P. Hayes, had moved into the flat the day of the fire and lost everything but the clothes he wore. He was a graduate of De Veau College and also of the Buffalo College of Pharmacy, and all his papers and trophies in connection with his school work were swept away.

President Simon N. Jones, of the N. A. R. D., who was at Niagara Falls in attendance on the joint convention, came up to Buffalo on the 12th and met the county pharmaceutical association, which was hastily called together for the purpose of a quiet conference on general matters pertaining to the business. Manager Kramer, of the Cascaret Company, who was expected to come here to enlist the local druggists in his rebate plan, appears to have been too much occupied to come.

Professor (in fashionable seminary, lecturing on brewing)—The Germans are heavy beer drinkers. It is not uncommon for young students in Munich to drink fifty glasses in one evening.

Miss Greene—Why, professor, how do they hold it?

Professor—Miss Greene, they don't!

MASSACHUSETTS.**Dewey Celebration.****DRUGGISTS DECORATE.****An Admiral of the Drug Trade.**

Boston, Oct. 20.—Dewey Day has come and gone, and with many extra nickels for drug store coffers. While this was especially true with the stores on the route of the parade, the increase of receipts was noticeable and welcomed at many other establishments. Cigars and soda water were the main articles handled. It is estimated that the celebration cost one million dollars, and druggists are not complaining that they did not get their share. It was a holiday crowd and money was spent freely. Most of the drug stores on the route of parade observed the day by decorating generously, and some of the down-town firms had fetching displays. This was especially true of the Weeks & Potter Co., the Joseph Bennett Co., and the Rust, Richardson Drug Co. Mr. Richardson, of the last-named firm, may well be termed the admiral of the drug trade, for he has enough of the seadog in him for all the druggists of this city. Mr. Richardson has a valuable collection of flags and sea relics, and the display at his store on Dewey Day included a commodore's pennant and American ensign used on the "Wabash" when she was a flagship in the 60's. In the window was this sign: "This pennant and ensign were shipmates with Admiral Dewey," a bit of pleasantries which attracted the crowd, but which perhaps could not be substantiated by fact.

The Ancient and Honorables.

Dr. J. B. Cherry, corner of Shawmut avenue and Cherry street, is a member of the Ancient and Honorable Artillery Company, and is at present away with that organization on a trip to Gettysburg. Stephen Guild, formerly proprietor of the store corner of Washington street and Massachusetts avenue, is also a member of the corps and is one of the fortunate tourists, as is likewise Chas. E. Coombs.

Hot Soda.

The hot soda season approaches and many of the dealers in this vicinity are making preparations for the winter's business in this specialty. James W. Tufts has within a week sent hot soda apparatus to the following Fall River druggists: D. R. Smith, E. W. Cantwell, D. F. Corrigan, A. E. Corneau, C. S. Blake and E. S. Watts & Co. Other dealers who have been supplied are: M. J. Bowler, F. Lavicella and S. G. Patterson, of Boston; B. J. Elkind, Worcester; B. Halzhamtzky, New Bedford, and A. S. Frazer & Co., Providence, R. I.

MASSACHUSETTS MATTERS.

R. B. McLean and M. A. Perry are the respective proprietors of two new stores in Cambridge. Both supply their trade with soda water from fountains obtained from James W. Tufts.

A. J. Amelotte recently opened a new store in Worcester. The fountain was from the manufactory of James W. Tufts.

The new store of Burke Bros., Fall River, is supplied with a Tufts fountain.

The police officers of Brockton have been rounding up alleged violators of the liquor law, and among other victims were Edward F. Conley and John A. Cobb, partners in the drug business.

They were found guilty, fined and appealed.

A. F. Gelsman, Holyoke, has re-located his store at the corner of Appleton and High streets.

C. A. Miller, of Brookline, has accepted an engagement with the Walker-Rintels Co. of this city, and will assume charge of their laboratory.

N. P. Tobey has opened a new store in Cambridge.

Harry Mansfield, of Salem, has commenced business in his new store at the corner of Front and Washington streets.

Alfred E. Lewis, M. C. P., '98, was recently married to Harriet Frances Maxey at Pawtucket, R. I. The couple will be at home after October 15, at 59 Vestry street, Haverhill, Mass.

The new Ph.C. course at the M. C. P. is steadily growing in popularity and the number entering this year is larger than ever. Nine students have already signified their intention of taking the course. L. C. Ellis, Ph.G., '96, is one of these, and he will complete the studies which entitle him to the new degree.

Edward P. Worth, M.D., returned from Edgartown a few days ago, where he has been practicing medicine since June with excellent results. Dr. Worth has assumed his duties as instructor in general chemistry at the M. C. P. and will take some post-graduate courses at the Harvard Medical School this winter.

H. L. Simpson, M. C. P., '99, recently formed a partnership with S. S. and C. H. Lightbody, with stores at Waterville and North Vassleboro, Me.

The class of 1900, M. C. P., has organized with the following officers: President, Curtis O. Jordan; vice-president, Augustus G. Gigger; secretary and treasurer, John W. Cuff.

C. T. Simpson, Ph.G., president of the class of '99, is now enacting for L. D. Drury, Ph.G.

A meeting of the Boston Druggists' Association will be held at Young's Hotel on the evening of October 31.

W. E. Clapper, Ph.G., head clerk at Putnam's City Hall pharmacy, has returned from his vacation.

Charles E. Buck has sold his Mattapan store and is clerking for H. E. Woodward.

M. J. Bowler, formerly with J. L. Parker and later head clerk for W. B. Hunt, recently purchased the store of W. H. Walsh, Jamaica Plain.

F. E. Lewis is the proprietor of a new store, Centre street, West Roxbury.

A number of Bay State druggists have been in New York recently on business. Among the number were J. C. Brady, of Fall River; Paul C. Klein, Ph.G., C. C. Goodwin and J. A. Gilman, of Boston.

H. J. James, an employe of West & Jenney, was recently fatally injured by running into an electric car while bicycling.

James W. Tufts has named his new hotel at Pinehurst, N. C., "The Carolina."

A. E. Kimball will open a new store at Hollister.

C. A. Platt has purchased the Gleason store, Quincy.

Charles T. Simpson, Ph.G., of Boston, and Clarence B. Emery, of Westboro, were the only successful candidates out of the twenty-three that appeared at the last examination of the Board of Pharmacy.

Ernest C. Marshall, Ph.G., city penal commissioner, has returned from his vacation trip to England, Belgium, France and Germany. He was away five weeks, and came home much improved in health, but not entirely well.

Nathaniel J. Rust and family have returned from abroad after a pleasant outing. Mr. Rust brought Mr. Richardson, a member of his firm, a carved meerschaum pipe from Vienna of unique design, which is the envy of many of Mr. Richardson's friends.

G. R. Wiley is to open a new store at 93 Stoughton street, Dorchester. C. P. Whittle has the contract for the fixtures, which are to be of sycamore.

Cambridge is to have a new store. N. P. Tobey will be the proprietor and the location is Brookline street. The furnishings will be oak, and they are from the workshop of C. P. Whittle.

C. P. Whittle was recently awarded the contract for white and gold fixtures for the new store of R. B. McLean & Co., Cambridge.

The members and friends of the Association of the Alumni, M. C. P., should bear in mind the meeting of November 2, at the American House. President Capper promises an attractive programme, which includes music and a lecture on "The Battle of Gettysburg," by Gen. A. P. Martin.

C. P. Whittle is at work refitting the store of A. M. Gerry, Lisbon Falls, Me.

William D. Wheeler, Ph.G., President of the M. S. P. A., and Secretary of the M. C. P., has for a second time been nominated by the Republicans of his ward for Representative. Mr. Wheeler was an active member of the House last year.

The M. C. P. has just received an important gift from E. R. Squibb & Sons, Brooklyn, N. Y. It consists of a full line of fluid extracts made with acetic acid. This collection was first exhibited at the meeting of the N. H. Ph. A., and from there came directly to this city.

F. B. Taylor, of Bowman & Co., Oakland, Cal., was in this city recently purchasing goods. It was a combination of a business and a pleasure trip, and as Mr. Taylor was originally from Maine, he has now gone up to that State for a vacation.

Connolly & Davis, Field's Corner, Dorchester District, are fitting up a new store which they will occupy as soon as completed. This firm owns several stores in Dorchester.

Hugh H. Osgood.

Hugh H. Osgood, of Manlius, N. Y., formerly Mayor of Norwich, Conn., died at his home in Manlius on October 23d at the age of seventy-eight years. Mr. Osgood attended the convention at Buffalo, and when returning contracted a cold, which rapidly developed into pneumonia and caused his death.

Despite his somewhat advanced years he was active in a number of manufacturing companies, being president of six and a director in fully a dozen. He was without exception one of the most active citizens of Norwich, and his judgment was sought on many occasions. For a half a century he has been a factor in the city's business life. During the civil war he was an aide on Governor Buckingham's staff, and proved himself such in every sense of the word. He was a thirty-second degree Mason. A widow and one sister survive him.

Robert C. Milburn Dead.

Robert C. Milburn, of Washington, for a number of years engaged in the drug business, was found dead on the morning of September 27, in the Thyson House, corner of Seventh and P streets, in that city, where he had registered on Saturday afternoon, September 25. Mr. Milburn was but recently married, and had only the day before registering at the hotel mentioned opened a new store at Tenth and O streets.

Liquor License Troubles in Vermont.

Fourteen of the leading retail druggists of Burlington, Vt., were arrested on September 29 on the charge of selling liquor illegally. All gave bail. The charges are said to be largely based upon the fact that the druggists all have U. S. liquor licenses, which, of course, are issued on quite a different basis than are ordinary State licenses.

PENNSYLVANIA.

Impressions of the Wholesalers' Meeting.

ZETA PHI OFFICERS.

First of the Pharmaceutical Meetings.

Philadelphia, Oct. 21.—The wholesale and retail druggists who left this city to take part in the annual meeting of the N. W. D. A. at Niagara Falls have returned, and they all speak in glowing terms of the treatment they received in that city and the amount of good which will come out of the meeting. C. F. Shoemaker, of the firm of Shoemaker & Busch and president of the Philadelphia Drug Exchange, when seen in reference to the meeting, said: "The recent meeting of the N. W. D. A. at Niagara Falls seemed to be dominated by a spirit of earnest purpose, and I believe that its results will be productive of good to all three branches of the trade. The members of the Proprietary Association seem to be gradually becoming more and more disposed to meet, so far as possible, the requests of the coordinate branches of the trade. It is also clearly evident that the successful and reasonable management of the N. A. R. D. has secured for the retailers increased respect and attention. Personally I do not believe it possible ever again to restore full selling prices on patent medicines in large centres of trade, but I do believe that the cutting field may be considerably minimized, and will be. Socially the meeting was a decided success. The natural surroundings of the meeting place were sufficiently attractive to interest all, and a delightful spirit of cordiality pervaded the informal meetings which took place between the regular functions."

To Revive Interest in the Drug Exchange.

On October 11 the regular monthly meeting of the Board of Directors of the Philadelphia Drug Exchange was resumed, and it is stated it is the intention of the officers of this association to try and make the daily meetings more entertaining and to be an inducement for the members to take part. At one time the daily meetings of the Exchange were attended by almost every member, but of late years the attendance has dwindled down, and you can generally count the number present on both hands. Mr. Shoemaker is endeavoring to bring about a revival of interest in the Exchange, but it is thought he will have a hard row to hoe, as with the introduction of the telephone members can be brought together any time in the day.

Zeta Phi Officers.

Zeta Phi Society, Philadelphia College of Pharmacy, of the class of 1900, elected the following officers on October 18:

President, H. Lionel Meredith, Hagerstown, Md.; vice-president, Wm. Samuel Stinson, Titusville, Pa.; secretary, Carlton Pierce Sunday, York, Pa.; treasurer, Louis Stolz, Syracuse, N. Y.

Class reporters: Robert Clayton Pursel, Bloomsburg, Pa., and Walter Brookes, Quarryville, Pa.

Executive Committee: Chairman, Henry Jas. Garritt, Huron, O.; Levi Scott, Camden, Del.; Frank Casper Schad, Tamaqua, Pa.; Harry Wilbert Hughes, Millville, N. J.; Wm. Thomas McElwain, Chambersburg, Pa.

The College Meeting.

The first of the series of pharmaceutical meetings for 1899-1900 was held on October 17 at the college. Prof. J. P. Remington acted as chairman, and a number of interesting matters were considered. Dr. Clemens Kleber, of New York, was present and read a paper on "The Testing of Essential Oils." Prof. J. U. Lloyd, of Cincinnati, who is not only known as a writer on chemical and pharmaceutical subjects, but also as a contributor to general literature, was present and delivered a most interesting address on the early history of medicine in America. Among other things he mentioned that the first work written in English on the materia medica of this country was by B. S. Barton, of the University of Pennsylvania, in 1798. F. T. Gordon suggested a new use for wood pulp in its utilization in surgical practice as a basis for poultices. A full report of the meeting appears on another page of this issue.

The College Opens.

The Philadelphia College of Pharmacy began its seventy-ninth term on October 3. This year promises to be a red-letter one, as the class is larger by twenty-five than it was last year. The college is now in full swing and the faculty are hard at work.

Class "Rush."

There was a terrific rush of seniors upon the junior classmen at the Philadelphia College of Pharmacy on October 20, and the former vanquished the latter and left several of them on the hospital list, notwithstanding the seniors' inferiority in numbers.

The classmen of 1900 came rushing down the stairs with a Comanche yell upon their surprised rivals, and after hours of hard struggling the former came out victorious. After the battle the seniors amused hundreds of spectators by giving college and class yells.

Thanks from G. A. R.

During the recent G. A. R. encampment in this city many of the old veterans were overcome with fatigue, owing to the long march, and it was through the kindness of Smith, Kline & French Co. that there was placed along the line a preparation of their "Eskay's Albumenized Food," ready for use. This was freely given to the old soldiers, and at a meeting of the board of surgeons on October 3 the following action was taken:

October 3, 1899.

Messrs. Smith, Kline & French Co.,
Arch St., above Fourth.

Dear Sirs:—At a meeting of the Medical Committee of the G. A. R. Encampment held yesterday, it was unanimously resolved that:

The thanks of the Committee be sent to the firm of Smith, Kline & French Co. for the generous donation of "Eskay's Food" supplied to the marching men during the great parade; many thousands overcome by fatigue were greatly revived and benefited by it, and we desire to testify to its good qualities, and further recommend it.

Very truly yours,

THOS. H. ANDREWS, M.D.,
Chief Surgeon.

G. R. Hulsizer, M.D.,
Asst. Chief Surgeon.

The Export Exposition.

The National Export Exposition, which is now in full blast in this city, is attracting considerable attention throughout the drug trade, and many of the exhibits in the buildings are of great interest to the

profession. Druggists from all over the country are beginning to come to the city, and recently Mr. William P. Reddington, of Reddington & Co., San Francisco, was here, he having been away from this city for twelve years. He took considerable interest in the exhibits and spoke in high praise of the advance the druggists in the East have made. The retail druggists have also been here in large numbers, and a few days ago Mr. Ackerman, of Ackerman & Steward, of Florida, was among the visitors here.

PHILADELPHIA POINTERS.

H. P. Balliet has bought the store at Sixteenth and Brown streets from Holloway & Co.

Dr. E. L. Klopp, who is already interested in seven or eight drug stores in this city, contemplates opening another store at Glenside.

Another new store to be started is at Elkins, one of our pretty suburbs, but the name of the proprietor is not yet announced.

A meeting of the stockholders of the Philadelphia Drug Co. is to be held October 24 for the purpose of electing a board of managers to serve for the coming year. It is not thought there will be much change in the present management.

W. McIntyre, who went to Cincinnati as a delegate from this city to the N. A. R. D., has returned, but stopped at Niagara on his way back and attended the sessions of the N. W. D. A.

Wm. Kline left for Columbus, O., on October 19 to attend a meeting of the Brotherhood of St. Andrew and afterwards will go to Chicago on business.

Again there are rumors that one of the large department stores is contemplating going into the retail drug business, but the rumors cannot be traced to any authentic source, but it has been so persistent that there may be something in it. Certain it is that it would be a calamity for the retail druggists.

Dr. J. A. Van Valzah has sold his store, 1704 Passayunk avenue, to Mr. Phillips. The doctor will now devote his entire time and attention to his new store at the corner of Fifteenth and Passayunk avenue.

Dr. Henry Schmidt, 1729 S. Second street, disposed of his stock and fixtures in his store at public sale on Thursday, 12th inst. Dr. Schmidt contemplates taking an extensive tour in foreign lands, and has ample means to gratify his desire to travel.

A. M. Hance, J. H. Odbert and H. C. Lucas, all of Hance Bros. & White, of this city, have returned from Niagara Falls, where they have been attending the sessions of the N. W. D. A.

Dilks & Clark have purchased the handsome Baker pharmacy, at the northwest corner of Broad and Susquehanna avenue. Mr. Dilks formerly owned a store at Pitman Grove, N. J.

J. D. Taylor has closed his store at Twenty-second and Morris and opened one at Twenty-second and Tasker.

Allen Shoemaker, the manager for Robert Shoemaker & Co., has been confined to his house by illness, but we are glad to report that he is now on the mend.

James G. Wells, a retired druggist of this city, has been seriously ill, caused by a complication of troubles, but is doing so well that he will soon be about again. Mr. Wells is one of the gentlemen of the old school and has hosts of friends among the druggists of this city.

E. M. Boring, Tenth and Fairmount avenue, has returned from a few days' outing up the State.

A quartette of druggists who saw the Carlisle Indians scalp the University of Pennsylvania at the Foot-ball Grounds on the 14th inst. was Messrs. Hance, Smith, Lucas and Elston, all of Hance Bros. & White, of this city.

Geo. D. Feidt & Co., of this city, have under consideration plans for extensive additions and alterations to their plant, 514 Arch street. They have made arrangements to go into the manufacture of druggists' pill and powder boxes, in addition to the already large business of proprietary and pharmaceutical specialties.

Robert McNeill and family, of Howard and York streets, have returned from their summer vacation.

Thomas R. Gossling, formerly at Seventeenth and Carpenter streets, has purchased a new store at 1470 N. 52d street.

It is said a handsome new drug store is to be opened at the northwest corner of Broad street and Columbia avenue by Herman Voshage, who was formerly located at Fifteenth and Tioga Streets.

Notwithstanding the fact that the retail druggists generally are busy, and most of them making money, there are a great many old-established stores for sale, and they are not the dead ones, either, but many of them are reputed to be doing business of from \$30 to \$40 per day, which with moderate expenses should yield a good profit. Of course the prescription business is not what it once was, and patent medicines are being sold pretty near cost, still with the usual amount of counter trade a store doing \$30 a day should be profitable, and unless an exorbitant figure is asked, should not be long on the market.

John B. Reynolds, of Front and Norris streets, has returned from New York whither he went to see the Dewey celebration, and from all accounts he had a good time of it.

Dr. B. J. Murray has sold his beautiful pharmacy at Pelham to Prof. C. B. Lane, of the Philadelphia College of Pharmacy. Dr. Murray has another store located at Falls of Schuylkill to which he will now devote his entire attention.

J. G. Minzer, a former clerk with C. A. Eckels, and also with F. Morgan, has bought the store of Michael Herr at Germantown. Mr. Minzer is Professor of Pharmacy at the Medico Chirurgical College of Pharmacy and Dean of that department of the college.

Contracts have been let for the construction of a new addition to the chemical plant of Hance Bros. & White at Philadelphia. It is to be four stories high, and will cost between \$40,000 and \$50,000.

W. F. Steinmiz, 2338 Girard avenue, has returned from New York where he went to see the yacht race and incidentally a few other things.

W. McIntyre and Warren H. Poley have gone to Cincinnati as delegates from Philadelphia to attend the convention of the N. A. R. D.

Frank F. Davis, who became so popular as the manager of the Merrill Pharmacy, Nineteenth and Fairmount avenues, has bought a store at Eleventh and South streets from Frank Morse. Mr. Davis is a thorough-going, up-to-date druggist, and has the best wishes of his fellow druggists for success.

W. L. Cliffe, of Kensington avenue and Somers street, has, with his wife, gone on a six weeks' trip through Mexico and the western part of the United States.

Western Pennsylvania.

Pittsburg, Oct. 20.—The Western Pennsylvania Retail Druggists' Association met yesterday afternoon in Rosso's Hall, Diamond street, and was in session for over two hours. The principal matters under discussion were cut rate and department stores and the Cuticura remedies. The matter of cut-rate stores came up in the shape of a report from the delegates to the National Convention of wholesalers and proprietors, which was held at Niagara Falls on October 10-13. It was reported that that association had decided that the best way to overcome cut rate competition was to employ an agent to ascertain where the cutters get their supplies. The proprietors will then take such steps as are possible to cut them off.

A report was also received from the National Retailers' Association, which met in Cincinnati October 3-6. This convention passed a resolution directing the attention of the retail trade to the action of the Potter Drug and Chemical Company in dealing with the retailers of Western Pennsylvania. It was claimed by the speakers that the fight against the manufacturers of Cuticura has now

been taken up by thirty-five retail associations throughout the country, and that this action by the National Association will serve to line up the rest of them. The meeting yesterday passed resolutions indorsing the action of both national conventions.

OHIO.

Cut Rate War in Cincinnati.

OFF FOR HAWAII.

News of the Town.

Cincinnati, O., Oct. 20.—An editorial in an afternoon paper under the caption "Druggists' War" is as follows: "Most people understand the value of money, while but a few are judges of material. Therefore quality takes second place with the average buyer, and low prices become the most potent attraction that can be offered the great army of consumers. It follows that the retailer beats down the jobber, the jobber beats down the manufacturer until the last must forego his profits altogether or squeeze it out of his workmen, his machines or his raw material. The consumer as a source of profit is eliminated. But it may be that the manufacturer's workmen are protected by trades unions against lower wages and longer hours; that his machinery has for the moment reached the limit of its potential, and that the demand for raw material more than keeps pace with the supply. Under such circumstances the manufacturer must literally shut up shop or attempt to annihilate some of the competition which is costing him so dear. In choosing the latter alternative he comes to an agreement with his jobbers. A so-called iron-clad contract is entered into between them by which, in consideration of certain discounts, the jobber is pledged to maintain certain prices to the retailers. These, in turn, to preserve their own profit, engage, tacitly or overtly, not to cut rates to the consumers. Progressive underbidding ceases. Competition is checked in its wild career. The druggists' war, which now and again breaks out in Cincinnati, takes its rise in the rebellion of some retailers in the trade against these arrangements. Those who are particularly enterprising prefer to look for their profit to the number of their sales rather than to the size of the return from each. They resent the iron-clad contracts as tyranny. They stand for unlimited competition in price. As the position of their opposing brethren makes for limiting competition in price, the contest has its roots in the question as to whether competition in price will continue to rule the industrial world. Every success in making price, or any ingredient in price, a fixed quantity throws the burden of competition elsewhere. Association among manufacturers and among laborers are such successes. The clamor for legislation to play a part in trade points in the same direction. On the whole, the signs of the times suggest that competition in price is waning. By forcing a decision on the legality of iron-clad contracts the cut-rate druggists can bring the matter to a fresh test. They can also make some economic history."

Off for Hawaii.

Curtis G. Lloyd, the well-known botanist, attorney and author, who has been at work for over a dozen years on a new book entitled "The Fungi of the World," is going to Hawaii to be gone six months. Prof. Lloyd is a brother of John Uri Lloyd and N. Ashley Lloyd, of the wholesale drug firm of Lloyd Brothers, and one of the best known men in the Middle States. He will spend the winter in forest researches in the Sandwich Islands, and will then proceed to China. His last botanical expedition was to Egypt. The Lloyds have the finest botanical library in the world, and some of the books have been out of print for many years. The library at the Smithsonian Institute is not to be compared to the Lloyd collection of books. This collection of books has cost a great deal of money, and the collectors have spent much time and labor in getting it together. People come to this city from all parts of the world to visit the Lloyd Library, and endless columns have been written from time to time in reference to the books.

CINCINNATI ITEMS.

C. R. Hans is away on a vacation.

Mrs. E. Friemelt, of Eighth and Main streets, died recently.

Albert Plucker, clerk for A. C. Bubbe, is away in the East on pleasure.

J. Henry Schroeder, the Madisonville druggist, was married on September 6 to Miss Helen Anthony.

The session of the Cincinnati College of Pharmacy for 1899-00 is now going on in full blast.

Joseph A. Geir sold out his Covington store recently to Charles Willenbreck, a well-known druggist.

Joseph L. Coussens, a well-known druggist of Nashville, Tenn., died recently after a lingering illness.

J. B. Horsely has accepted a position in the Tweed pharmacy at Georgetown, O. Tweed gets a popular pharmacist.

Louis May, of Troy, O., has purchased the Arnold pharmacy at Waynesville, O. The store is to be renovated and remodeled.

Fred P. Frisbie has opened a handsome pharmacy at Lancaster, Ky. The store will be one of the prettiest in central Kentucky.

E. C. Winnes & Co. succeed Douglas & Wells, the old-time drug firm of Richmond, Ky. The establishment is to be entirely metamorphosed.

Emil Zorn, who recently purchased the Hawkins store at Twelfth and Elm streets, now has one of the finest stores in the city. He has spent considerable money on the place.

F. W. Blesi, J. H. Schultz and I. P. Holzhauser, Covington druggists, took in the Dewey celebration, and while East visited Philadelphia, Washington and Baltimore.

W. L. Reum has bought Julius Greyer's Vine street store.

R. D. Collins, the well-known pharmacist of Georgetown, Ky., is seriously ill with typhoid fever.

Harry Streithorst has returned from a fishing trip to St. Mary's, Ohio. He tells some queer stories about alleged big catches.

Billy Hale, of Hale, Justis & Co., has returned from his annual vacation. He took in several of the big eastern resorts.

Lloyd Bros., chemists, refused to pay \$300 customs duties on some drugs consigned to them, and they were sold at auction the other day and bid in at \$100—one-third the tariff rate—by the firm that had refused to pay the original customs duties.

ILLINOIS.

Chicago, Oct. 20.

Thomas Whitfield & Co. Assign.

Sheriff Magerstadt is in possession of the drug store of Thomas Whitfield & Co., Wabash avenue and Van Buren street, on confession of judgments aggregating \$10,000. The firm was one of the oldest retail drug establishments in Chicago.

In some quarters it is estimated that Mr. Whitfield's personal liabilities will aggregate between \$60,000 and \$70,000. Only a few years ago he was one of the wealthiest retail druggists in the city. He had large real-estate investments in apartment and hotel buildings at the World's Fair time. At one time he was rated at \$500,000. Shrinkage in real-estate values and falling off in his trade is given as a cause for the trouble. The amount of the assets is not known.

Chicago Veterans to Go to Jail.

Plans are being made to get all the Chicago Veteran Druggists' Association into the prison at Joliet, Ill. H. H. Green, the Commissioner of the State Penitentiary at Joliet, is a member of the Association and an old-time Chicago druggist, having been at one time a member of the State Board of Pharmacy. A special train has been arranged to carry the members and their families out to the penitentiary on Saturday, October 28, leaving by the C. & A. Road from the Union Depot at 9:30 a. m. The Association will be the guests of Mr. and Mrs. Green at dinner in the penitentiary, and the afternoon will be devoted to a visit to the controlling works of the drainage canal at Lockport under the guidance of the drainage commissioners. The party expect to reach the city on their return about 5 p. m.

CHICAGO NEWS NOTES.

M. C. Benington was among the out-of-town druggists in the city during the week.

Mr. French, of the R. T. French Company, Rochester, N. Y., was calling upon the jobbers last week.

O. R. Briggs, of the O. R. Briggs Company, Montello, Wis., was in Chicago during the week.

Godfrey Plachek, the druggist at Thirty-fifth street and Rhodes avenue, has been closed out by Peter Van Schaack.

E. Webber, of Twenty-second and State streets, has sold out to P. M. Coombs.

The marriage of Miss Kate Nelson Cheney, daughter of Mr. and Mrs. Clarence C. Cheney, of Highland Park, and Mr. Harrison Luddington Van Schaack, also of Highland Park, took place Thursday noon, Oct. 19, at the residence of the bride's parents. Following the ceremony a wedding breakfast was served.

T. F. Hummel, the manager of Greene's drug store, Morrison, Ill., was in town during the week.

J. R. Barton, the manager of the Payne Pharmacy, Kingsley, Ia., made a visit to Chicago last week.

Frank B. Nickey, the Muncie, Ind., druggist, visited Chicago last week.

F. A. Dreuhl, of Dreuhl & Franken and the Smith Drug Company, of Salt Lake City, Utah, was in the city last week.

K. J. Stamm has succeeded to the business of the Rasmussen Pharmacy, 1147 Belmont avenue.

G. Myson has succeeded T. H. Schembs at 400 North Ashland avenue.

Chicago delegations to the Cincinnati and Niagara Falls meetings have returned home delighted with the treatment they received at both places. The social attentions paid to the Chicago delegation in Niagara Falls were very grati-

fying, while the distinct honor bestowed upon Mr. Wooten at Cincinnati was highly esteemed by all the Chicago retailers as well as the others of Mr. Wooten's acquaintance.

Henry Lublin, aged 39, once a prosperous druggist in Chicago, committed suicide September 29 in order that the life insurance of \$5,000 that he carried might go to his aged mother in Austria. Lublin had thought of the plan to provide for his mother for several weeks. He made all his preparations with deliberation and left a will bequeathing his effects to his mother. In a long letter he appointed a friend, Dr. Joseph Zeisler, No. 226 Lake Park avenue, his administrator.

The firm of Humiston, Keeling & Co., 200 Madison street, has dissolved and Francis Keeling will continue the business as a stock company under the same firm name.

Adolph C. Brendecke, of 242 West Madison street, has filed a petition in bankruptcy. No statement issued.

Adolf T. Fleischer, of 41 North State, has also filed a petition in bankruptcy.

The payment of alimony is an obligation not to be evaded under the ordinary bankruptcy statute, according to an opinion given recently by Judge Tuthill. The payment must be enforced unless decisions to the contrary by the Supreme court or Federal District court can be produced.

The case in question was the petition of Frazier W. Hurlbut, of Morrisson & Plummer, for release from the payment of alimony. Hurlbut having started bankruptcy proceedings in the Federal District court, Hurlbut's attorney sought to show that alimony comes within the debts which are released by a bankruptcy decree, but Judge Tuthill refused to release the debt and entered an order directing the payment of the alimony, as the Federal courts of this district have never ruled upon the point.

The Philo Pharmacy, No. 643-645 Milwaukee avenue, recently opened for trade.

Peter Van Schaack was shipping a large order of goods to Venezuela last week, something of a novelty in this district.

The Retail Druggists met last week and selected Messrs. Baker and Waldron to represent them at the Cincinnati gathering.

The regular monthly meetings and dinner of the faculty of the Illinois Medical College was held in the parlors of the Palmer house last week. The object of the meeting was to complete plans for the two new departments to be opened by the college. Early in 1900 it is expected the college will open departments in pharmacy and dentistry. These new departments will be located at 61 Austin avenue. At the next regular meeting the deans will be selected.

Encouraging reports are being received at Morrisson & Plummer's from Mr. Jacobowsky, their buyer, and it is expected that he will be back at his desk in a couple of weeks now.

William B. Dyche, the State street druggist and ex-mayor of Evanston, and his wife have returned from an extended European tour.

Bishop & Co. have changed their firm name to the I. S. C. Medical Company and increased the directorate from three to five members. It has not developed who the new people are that have been taken into the firm.

Wm. R. Warner himself has been expected in Chicago for some days now and while no date is set for his arrival his appearance at any time would not be a surprise.

Burglars made an unsuccessful attempt early one morning last week to enter the store of Drake & Drake, dealers in surgical instruments and medical works at Van Buren and Honore streets and Ogden avenue. The plate glass of the door on the corner of Ogden avenue and Honore street was broken to allow the burglars to reach for a key, and the woodwork of the door casing was battered and broken with a jimmy.

His Name Led All the Rest.

At the city election in Indianapolis, an official canvass of which was published on October 12, the highest vote received by any candidate was that received by Dr. Geo. W. Sloan for the office of school commissioner. His term expired in July, 1899, and he is now holding over until January 1, 1900, when the new board will succeed the present organization.

MISSOURI.

Trust Cases Hang Fire.**SEVERE BOARD EXAMINATIONS.****Sad Death of Mr. Huggins.**

St. Louis, Oct. 18.—The delegates from this point to the annual meeting of the National Association of Retail Druggists have been home long enough to tell the other druggists all about the meeting.

Thos. Layton says he came away feeling much more encouraged than at the adjournment one year ago. He says the meeting was a grand success, and that there was even more enthusiasm and a better representation than at the St. Louis meeting. One point which especially impressed Mr. Layton was the great care, precaution and deliberation with which the entire proceedings were conducted.

J. H. Allen and Chas. Geitner were equally as enthusiastic over the meeting, and feel that things are now shaping themselves so that some actual good will be accomplished.

The Druggists' Anti-Trust Case.

It is not known when this case will come up. The arguments upon the demurrer were to be held upon the first law day in October, which was the 2d of the month. It seems that the State was not ready at that time, and neither have they found it convenient at any time since. After these arguments by the attorneys on each side as to the technicality and legality of various points in the case, if the Judge so decide, he will send the case for trial on its merits and set a day for the trial, or else he will throw the case out of court. It is the opinion of many of the older members of our profession that the case will never be sent to trial.

There were a few of the local druggists who decided not to stand by the combine in the defense, but fight their individual cases themselves, and in consequence there has been a few individual demurrers filed within the past few days.

A Severe State Board of Pharmacy Examination.

The State Board of Pharmacy held a regular examination in this city on Monday, October 2, and most of the boys are still wondering where they were at. Out of the thirty-six who were candidates for registration only four succeeded in making the required average. The boys used to say whenever they failed that Mr. Sennwald did it, but now that the old war horse has passed away they are not the only ones who miss him.

Sad Death of an East St. Louis Druggist.

About a week ago Messrs. M. C. Huggins and C. O. Bunch, two prominent East St. Louis druggists, and a third gentleman from that city, left for a grand fishing and hunting trip at Maiden Lake, near Lakewood, Wis. They had a very enjoyable time and found fishing excellent up to last Sunday, when in the afternoon about 4 o'clock Mr. Huggins and the other gentleman were out fishing in about thirty feet of water. Mr. Huggins caught a very large muskallonge, and after playing it for a long time, he con-

cluded it was so thoroughly tired out he could land it, but did not have a landing net. When he was just about to take the fish in it gave one of those lunges so well known to fishermen, broke the line, and the recoil capsized the boat, a canvas affair. They were both heavily clad, but good swimmers, and at once called for help. Mr. Bunch was about a mile away, and, hearing them call, started at once. When he arrived he found Mr. Huggins had drowned and the other gentleman was clinging to an old snag which came just to the top of the water. They summoned help, and by means of grappling hooks succeeded in recovering the body of Mr. Huggins, and found his left leg badly cramped. He had drowned in about thirty feet of water.

Mr. Huggins was a man about 35 years old. He was married and had a small family. For many years he was a drug clerk in East St. Louis, where he had lived most of his life, and eventually graduated at the St. Louis College of Pharmacy. He opened a little store over there and had done remarkably well. He had the old stand greatly enlarged, and was also a member of the firm of Huggins & Gain, of East St. Louis. He was highly honorable in all his business transactions, a genuine hustler, but a congenial friend and companion, and the greatest fisherman in East St. Louis.

He was buried Wednesday, October 18, by the Knights of Pythias, of which he was a member, and many of his friends from St. Louis were in attendance, among them being a number of druggists.

CITY NEWS.

The Boston Drug Co., formerly located at Tenth and Olive streets, but which was put in storage a few months ago, is now being moved to Kansas City.

Thos. C. Gilbert, of Huntsville, Ala., has been in St. Louis buying a new drug store outfit. He sold out down there a short time ago.

Dr. F. Curtin is opening a new drug store at Euclid avenue and Suburban road.

Bert Rieves, a former St. Louis drug clerk, is opening a new drug store in East St. Louis.

Rudolph Fisher has been appointed druggist at the City Dispensary.

The Alumni Association of the St. Louis College of Pharmacy held their opening banquet and lecture on Tuesday night, October 17. It was largely attended and highly enjoyed. Dr. H. M. Whelpley gave an illustrated lecture entitled "A Trip to the Mammoth Cave."

The St. Louis Drug Clerks' Society held a rousing meeting on the 12th inst. They had a smoker, debates, discussions, a good attendance and a good time. They have offered a prize of \$10 to the member bringing in the most eligible new names at the meeting in November. They will give a ball on November 16 at Pickwick Hall, on Washington avenue, near Jefferson.

Chas. Koch, druggist at Eleventh and Rutger streets, was called to his home, Waterloo, Ill., a few days ago to the deathbed of his mother. She had been an invalid for some time.

The Druggists' Cocked Hat League opened their bowling season on Thursday night, October 12. The following is the result: The Burdocks took three out of five from the Junipers; the Mustards five out of five from the Catnips; Dandelions five straight from the Chamomiles.

A. N. Collins, of the firm of Nall, Collins & Christman, was recently married to Miss Harriet May Thompson, of Manilla, Iowa.

The firm of Clark & Mead have opened the Broadway Pharmacy in East St. Louis.

Prof. Gustavus Hinrich, of the St. Louis College of Pharmacy, has been elected Titular Professor in the Brixton School of Pharmacy in London, and also a member of the Biological Society of London.

THE NORTHWEST.

The Telephone Contest.

Minneapolis, Oct. 18.—The contest with the Northwestern Telephone Exchange Company (which is the Bell interest here) is of much interest. The druggists consider they have won their point. The first proposition from the telephone company to the druggists was made last March, at which the company wanted all druggists to put in nickel-in-the-slot telephones. Then everyone using the telephone, subscriber and all, would have to pay 5 cents a call. The association went into executive session, after receiving assurances from the manager that he had made a complete statement of his proposition, and voted to reject it entirely. At the next meeting the telephone company claimed that a misunderstanding had occurred; that it was intended for druggists to have a private instrument in their prescription room, which should be for their own private use, and the public should be directed to the slot machine. But it was not then intended to allow subscribers the use of the private telephone. They must pay their nickel for using any telephone but their own. This proposition was also rejected by the druggists. Now comes the final statement of the telephone company. It was never intended, so it says, to deprive the subscriber of the use of another telephone if the subscriber of the one desired was willing he should use it. So a card of identification has been devised by which a subscriber, his family or employes, may present it to the subscriber of another instrument, and if the latter is willing any of the former may use it without further identification. As not one subscriber in a hundred will ask whether an applicant for the use of his phone has a card or not, it is evident that the company has receded from its position. Thomas Voegeli, of Voegeli Bros. Co., Minneapolis, was one of the most aggressive in the contest, and to him is due a great share of the credit for the victory.

HAPS AND MISHAPS OF THE NORTHWESTERN TRADE.

A fire in the rear of C. B. Wilds' drug store in Owatonna, Minn., damaged his stock by smoke about \$400.

Bryden Rea has moved his drug store in Bottineau, N. D., to new quarters.

Cole & Co., of Jewell, Ia., are erecting an addition to their drug store building.

The A. T. Bengt Drug Co., of Humeston, Ia., is erecting a warehouse addition to their drug store.

Fire starting from the furnace in the basement of R. R. Swallum's drug store, in Eldora, Ia., did about \$500 damage.

A. Gilmour & Co., of Bemidji, Minn., have occupied their new building with their drug stock.

Detloff & Butterfield, druggists, of Monroe, Wis., have filed a petition in bankruptcy.

J. C. Griffith, druggist of Ellsworth, Ia., was married at Logansport, Ind., to Miss Esther Stough.

The biennial report of the pharmacy commission of Iowa shows the State has received \$15,000 net profits from the operations of the commission. Over \$21,000 has been received from vendors of medicine.

J. C. Ettesen, a druggist of Luverne, Minn., was acquitted of selling liquor without a license.

The annual meeting of the Black Hills Druggists' Association was held in Lead, S. D.

Sept. 27. The following officers were elected: President, Julius Deetken, of Deadwood; vice-president, L. P. Henkens, of Lead; treasurer, W. W. Quillian, of Terry; secretary, M. Brody, of Lead. The druggists decided to close their places every evening at 9.30, except pay days and holidays.

Shesgren & Son's drug store, in Duluth, Minn., was damaged by fire recently.

C. L. Shellum, a druggist of Viroqua, Wis., was arrested on a charge of administering drugs to Andrew Maxwell, of St. Paul, from which he died soon after.

Rewalt & King have moved their drug store, in Fulda, Minn., into new quarters in a brick building just completed.

Miss Josie Wanous, the retail druggist, of Minneapolis, has returned from an extended trip through the Atlantic States.

A local paper suggests there is an opening at Danvers, Minn., for a drug store and for a physician.

Nels Carlson, a Wildmar, Minn., druggist, was about asphyxiated in a burning building and was recovered nearly dead. He recovered, but suffered considerably from the experience.

Complaint has been made in Minneapolis that the city physician favors some druggists by giving the business of his department to them, and thus compelling the patients to go long distances to get the prescriptions filled. The city physician says patients are at liberty to have their prescriptions filled wherever they like.

The W. C. Thomas drug store, in Syracuse, Mo., was burned out in a recent fire in that town.

The Henderson Drug Co., of Waterloo, Ia., has opened for business in its remodeled building.

Druggists of the Northwest have been claiming that a prescription for wine, if it become part of a put-up prescription, does not require a revenue stamp. A ruling from the Internal Revenue department corrects this and says the stamp is called for.

H. G. Williams will erect a brick store building in Billings, Mont., to be occupied by the drug firm of Williams & Baxter.

R. J. Roach, a druggist at Ridgeway, Wis., has filed a petition in bankruptcy. Liabilities \$2,400 and assets about \$1,200.

Carlson Bros. & Frost's drug store, in Willmar, Minn., was damaged by fire with a loss of \$2,000 on stock.

Mr. Frost, a druggist at Rhodes, Ia., was severely injured recently by being thrown from his buggy. His horse shied and threw him out, breaking a rib and sustaining several bad bruises.

P. C. Jensen, of Albert Lea, Minn., will put in a steam heating plant for his block.

Fred J. Scott, of Stillwater, Minn., of the Duluth, Minn., drug firm of F. Scott & Co., died recently.

M. H. Sudduth, of Sudduth & Preston, druggists, at Waseca, Minn., dropped dead October 8 of fatty degeneration of the heart. He was 68 years of age and leaves a wife and two children. He was a very early Klondiker, visiting that now famous region in 1898, but found nothing to induce him to stay.

Thomas Voegeli, of Voegeli Bros., Minneapolis, returned recently from the Druggists' National Association at Cincinnati.

Charles Mueller entered the drug store of Jos. M. Siegel, at La Crosse, Wis., and stole \$18.60. He was tracked to his home by the footprints, and finally confessed and told where the money was.

R. H. Wilson's drug store, in Dallas, Ia., was burned; insurance \$1,300.

H. C. Bockoven's drug store in Clark, S. D., was burned with a loss of about \$6,000 on the stock and building.

Franks & O'Malley have opened for business in Perry, Ia.

Hill & Cockerill will open a drug business in Churdan, Ia., at once.

M. W. Fawcett has opened a drug store at Voss, N. D.



Our Portrait Gallery

[Contributions for this column are invited. For available articles dealing with the news of traveling salesmen payment will be made.]



W. W. DIXON,
With E. R. Squibb & Sons, Brooklyn.

Mr. Dixon has served for many years in the firm which he represents in New York and adjoining territory. He is one of the most popular members of the circle of wholesale buyers and sellers to which the foundation of the Drug Club is due, and was one of the most active movers in the founding of that organization, being one of the directors of the club during the first year of its existence. Mr. Dixon is slender and rather below medium height, is entertaining and very popular as a conversationalist, and has a wide circle of friends and admirers in the drug trade throughout this section of the United States. He is fond of country life, and spends a considerable portion of the summer in the country, where he has an opportunity to collect fish stories for the delectation of his city friends during the winter.

Items of Personal Interest.

BUFFALO. The mid-week of October has been a large one for traveling drug salesmen. They went to the joint convention at Niagara Falls and then made a descent on Buffalo, making the average with us very large.

Among those who went to Niagara Falls was P. R. Lance, who travels for William R. Warner & Co., manufacturing chemists. Mr. Lance is a regular visitor here, and does not come for nothing.

Justin Keith, with the sign of the globe for the materia-medica house of J. L. Hopkins & Co., for which he travels, is of the list of visitors to the Buffalo drug trade next week.

A. Bateman, with the Chicago house of Bauer & Black, is with us this week looking into the sale of medical and surgical plasters and the like, for which the house is famous.

Speaking of cigars, which form a good bit of the profits of a drug store when it is handy, the E. H. Gato Cigar Company sends to Buffalo next week R. B. Crowley, who is well up in the secrets of the trade.

Always on time and always wanted in the trade is George E. Burrows, who covers this part of

the country in the interest of Schieffelin & Co., and has just spent a season with us.

Irving S. Wood, the Buffalo drug man who left a local store for a better job on the road, is still of the mind that he made a good change and is covering this district for a Saratoga house as formerly.

The C. B. Woodworth Sons Company, manufacturing perfumers, of Rochester, send to this centre their old reliable salesman, H. J. Fernald, who was in town during the first half of October.

ROCHESTER. A fine line of toilet brushes and druggists' sundries were shown the dealers here by Paul F. Zietlon, who comes from Grosholz & Co.

Parke, Davis & Co. are again looking after the wants of druggists and physicians here through their "old reliables," S. H. Carrigan and Dr. Lacey.

F. H. Estelle, who always finds pleasure in obliging his drug friends, has been doing some good work in this city for John Wyeth & Bro.

F. H. Bowly, whose territory is so extensive that he finds time to call on us but twice in the year, was here the 12th inst. in the interests of Haggerty Bros. & Co.

Dr. Burdick, representing Keasbey & Mattison Co. throughout this State, made a very successful visit to this city a few days ago.

"Wait for me," says Ben. S. Isaacs. "I will call on you in a few days in the interest of H. Rosenthal & Sons." He came.

Geo. M. Trimble, who represents the Paris Medicine Company in the Eastern States, was here a few days ago. He reports a very successful trip.

Essential oils, vanilla beans, &c., were well exhibited here by J. Manheimer, agent for Manheimer & Eben.

Among the many representatives who have called on the trade here within the past few days were Wayte A. Raymond, for A. H. Smith and Schieffelin & Co.; Mr. Westlake, of Rogers & Pyatt; R. Ed. Cammack, of Meyer & Lange; John F. Degan, for John F. Degan; Mr. Hill, for the Upjohn Hill & Granule Co.; Geo. E. Burrough, for Schieffelin & Co.; J. D. Russell, for J. Ellwood Lee Co.; Mr. Case, for Boehringer & Soehne, and F. P. Hinkston, for Lehn & Fink.

Until about a year ago Walker & Gibson have, through the untiring efforts of James M. Hawley, been doing the lion's share of the business with Rochester druggists. Chet. Johnson, who succeeds Mr. Hawley, is following closely in the foot-steps of his predecessor.

Geo. B. McLeod, after doing some good work here for the Empire State Drug Company, has gone to Auburn.

Three of the largest manufacturers of surgical and antiseptic specialties have been well represented in this city the past few days: J. D. Russell, for J. Ellwood Lee Co.; J. S. Marvin, for Seabury & Johnson, and L. E. Treat, for Johnson & Johnson.

W. B. Brenn returned again to his New York State territory after an absence of two years. Mr. Brenn is well known in this part of the State, and we shall be glad to see him taking orders again for the Tyler & Finch Co.

James S. Kirk & Co. are working this part of the State very thoroughly through their representative, J. W. Brown.

F. C. Moore has been here recently in the interest of R. Hillier's Son Co.

BOSTON. Thomas J. Hannon, representing C. P. Whittle, recently visited the Pine Tree State on a short business trip and returned with some fat contracts for his house.

R. D. Oakley, representing the Duquesne Distributing Co., of New York, has been introducing Red Raven Splits, an aperient water, which has been attracting much attention from the public recently by some very fetching advertisements.

E. D. Lowe has been drumming trade with his usual good success for Fries Bros., of New York.

C. W. Champney is the successor of Mr. Gleason in this territory, representing Parke, Davis & Co.'s crude drug department.

E. Bensinger has made a successful canvass of this district, and the orders for goods ought to

keep the firm of Smith, Kline & French Co. smiling.

Mr. Oxley has been looking after the interests of Seabury & Johnson, making a specialty of plasters.

Rudolph Wirth has been on the scene again, and consequently all goes well for E. Fougere & Co.

PHILADELPHIA. Rudolph Wirth, of E. Fougere & Co., of New York, has been here and was taking in the National Export Exposition. He was also seen to enter the naughty Cairo Theatre on the Midway.

Farmer C. M. Edwards, of Gilpin, Langdon & Co., of Baltimore, has left here on his regular trip to Pittsburg.

R. S. Miller, of the Translucent Window Sign Co., of New York, is here and trying his persuasive eloquence on the druggists.

Charles F. Sawyer is the name of a very pleasant gentleman who is here for the winter doing detail work among the physicians for Fougere & Co., of New York.

Clarence Elston, that lively salesman for Hance Bros. & White, is wearing a nose of various hues, which he declares he obtained in an affair with a trolley.

A. O. Rich, representing Smith Bros., of Poughkeepsie, N. Y., has been with us and as usual went away smiling.

J. L. Peoples has taken many orders for Sen-Sen on his trip here. He is decidedly popular with the trade in Philadelphia.

The Trix Mfg. Co., of Rochester, N. Y., have an agent here who is hard at work among the retail trade in the drug and confectionery lines.

CINCINNATI. W. J. Austen, representing Violet's perfumes, was here last week.

W. M. Price, representing Bates Bros., was here this week.

George M. Smyth, the hustling representative of John M. Maris & Co., was here this week.

Local druggists were called on recently by C. W. Grant, the clever representative of Dennin & Sons.

A clever hustler who visited Cincinnati druggists recently is James I. Gulick, who represents Edward Pinaud, the perfumer.

W. S. Prugh, one of the best-known traveling salesmen in the country, was in this city recently in the interest of Conroy, Prugh & Co.

I. H. Rothschild, Edward J. Hauck and W. M. Hathorne composed a trio of hustlers who were in Cincinnati during the past week.

CHICAGO. H. Jacobowsky, the popular buyer for Morrison & Plummer, is back at his desk again after a long absence on account of illness. He looks much benefited by the trip he made to Colorado to convalesce.

C. G. Moore, the Wisconsin representative of Hance Bros. & White, is in town. A. J. Seguin, the Illinois representative of the same concern, is also in the city.

A. R. Lewis, secretary of Johnson & Johnson, is making a tour of the western agencies. He came out after the Niagara Falls meeting.

A. B. Brand, of Noyes Bros. & Cutler, St. Paul, Minn., spent some days in town last week.

E. H. Cutler, of Noyes Bros. & Cutler, St. Paul, passed through here last week en route home after five months abroad.

G. C. Healy, the Ohio representative of Johnson & Johnson, was in Chicago last week on his wedding trip. Mr. Healy was the recipient of many hearty congratulations.

ST. LOUIS. J. T. Kennedy, formerly of the C. D. Smith Drug Co., of St. Joseph, Mo., has gone on the road for the Meyer Bros. Drug Co., and will work all the Missouri River towns.

J. S. Smith, formerly in the wholesale drug business in Atlanta, Ga., has gone on the road for the Meyer Bros. Drug Co., and will represent that firm in Georgia and Florida.

J. C. Flemming, who represents the Meyer Bros. Drug Co. in western Missouri, is laid up at Springfield with a severe sprained ankle.

J. G. Ham, advertising manager for the Centaur Co., of New York, has been spending several days in this city looking over the field contemplating increasing their advertisements in this territory.

Ed. Mitchell, in charge of the salesmen department of the Meyer Bros. Drug Co., has been absent from his desk for the past week on account of illness.

Wm. Pugh, a well-known Southern salesman, has gone on the road for The Tilden Co., with headquarters at the St. Louis House.

F. O. Knight, formerly with the Tilden Co. of this city, has gone on the road for J. M. Sparks, of Ft. Smith, Ark.

A. L. Swinney has gone on the road for the J. S. Merrell Drug Co., and will travel through Arkansas.

The following representatives of the J. S. Merrell Drug Co. are spending the week at headquarters: Maj. A. G. Anderson, Northern Arkansas and Southeastern Missouri; F. R. Scharlach, Central Missouri; Geo. Connelly, Northern Missouri; H. R. Lower, Southern Illinois, and M. J. Campbell, Indian Territory.

Of the Moffit-West Drug Co.'s force of traveling salesmen who spent Fair Week at headquarters looking after their many visiting customers, the following were registered: C. E. Chandler, Illinois; C. D. Calhoun, Kentucky; W. B. Houck, Illinois; W. H. Hornbrook, Kentucky; R. H. Lushby, Arkansas; O. H. Ott, Missouri; Geo. E. Steinmager, Missouri, and R. G. Thomas, Arkansas.

G. E. Kincaid, representing the Luyties Homoeopathic Pharmacy Co. in Iowa, is spending a few days with the house here. He was at one time a drug clerk in this city.

A. M. Phillips, representing the Lyman-Elie Drug Co., of Minneapolis, has been hustling around this market for the past few days.

J. W. Campbell, manager of the McLean Medicine Co., of this place, has just returned from a two months' trip to Europe where he went on a combined business and pleasure trip.

Wholesale Druggists' Prices.

Wholesale druggists generally report a good demand, and values are firmly maintained on most lines. We have several changes to report in the prices at which retailers buy in ordinary quantities. Among the acids, hydrochloric C. P. is quoted lower, 14c. being named; sulphuric C. P. is lower at 13c. Almond meal is higher, and now quoted 45c. to 50c., according to the quantity ordered. Ammonol is lower to the retail trade, and \$1.05 is quoted. Balsam fir, Canada, is held with more firmness, and 40c. is named for true. Cocaine and its salts maintain their firm positions, and prices are higher in sympathy with the primary market; hydrochloride cryst., \$6.25; alkaloid, \$7.05. The recent sharp rise in the price of ergot has affected the quotation to retailers, and 75c. to 85c. is quoted for whole and powdered Spanish, respectively. Heroin is now offered in 15-grain vials at 20c. per vial, and the change should be noted in our Prices Current. True Russian isinglass is held with more firmness, and \$4.00 is asked for small quantity lots. Lycopodium is generally higher, Pollitz being quoted 50c. in 10-pound lots. Cod liver oil is not maintaining its position, and a lower range is quoted for Norwegian, or say \$21 to \$25 for 30-gallon barrels; by the single gallon orders are filled at \$1 for best quality oil. Pepper is higher with other spices, and white is quoted 25c. to 30c. for whole and powdered, respectively. Ginseng has advanced a notch, and is held at \$5.50. Salipyrin is quoted lower by manufacturers' agents, and we revise the price to 80c. Spermaceti is firmer, and held at 38c. Urotropin is now quoted 85c., 15c. lower than the previous quotation.



Review of the Wholesale Drug Market.

It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.

NEW YORK, Oct. 24, 1899.

Condition of Trade.

THE general market conditions are decidedly favorable. The demand for drugs, chemicals and allied products during the past fortnight has been excellent both as to the number of orders and as to their size, though it must be confessed that the majority of the transactions reported were of a jobbing character and not speculative in their nature. The most interesting feature of the week has been the rapid advance of quinine and the marked interest displayed in the drug by consumers even on an advancing market. The conditions which brought about the advance are not very clear beyond the fact that the prices paid for bark at the Amsterdam sales warranted the higher range of quotations. Whether the improved prices at Amsterdam will be maintained at the next sale, which takes place on the 2d of November, is an open question, the offerings announced for that date being unusually heavy. It is quite probable that the war in South Africa is a factor in the price situation, for the 70,000 British troops which will be landed in South Africa must be amply supplied with this important drug, and the supplies must be had immediately. Opium has been very quiet indeed during the period under review, and has weakened slightly under the influence of improved crop prospects. While no special interest is manifested in the drug, consumers show no disposition to hold off their orders, which are coming to hand with a reasonable degree of freedom. The entire line of American roots is in good demand, and prices are firmly maintained all along the line. The details of market changes appear below:

HIGHER.	LOWER.
Arnica flowers.	Balsam Peru.
Buchu leaves.	Opium.
Bark sassafras.	Kino.
Brimsone.	Alkanet root.
Balsam fir.	
Belladonna leaves.	
Bleaching powder.	
Cantharides.	
Castor oil.	
Cocaine.	
Colocynth.	
Coriander seed.	
Ergot.	
Ergotine.	
Henbane leaves.	
Jaborandi.	
Lycopodium.	
Mercury.	
Mercurial preparations.	
Oil wintergreen.	

HIGHER.
Orris root.
Quinine.
Kape seed.
Santonine.
Spermaceti.
Oil sassafras.
Oil spearmint.
Oil sassafras artificial.
Serpentaria.

DRUGS.

Acetanilid: Orders are keenly competed for, and prices are kept down by this competition to 23c. to 24c. It is said that 22c. has been accepted in certain instances.

Alcohol continues to job at \$2.42 to \$2.44 for grain less the usual discount. Wood is in good demand and firm at the improved quotations mentioned in our last issue of 80c. to 85c. for 95 per cent, and \$1.20 to \$1.50 for best refined.

Acetate of lime has improved decidedly, and is now quoted at \$1.30 to \$1.35 for gray, with brown ruling less active at 80c. to 85c.

Arnica flowers have been advanced to 9c. to 10c., at which considerable sales have been made. The heavy rains and serious floods which occurred this summer in the growing districts in Southern Central Europe are reported to have very much diminished the yield, and foreign markets are held above a parity with our own.

Balsams: Copaiba has been moving into consuming channels in a fairly satisfactory way at unchanged quotations of 36c. to 38c. for Central American and 41c. to 42c. for Para. Fir has attracted some attention during the interval, and prices have again been advanced on Canadian, which is now quoted at \$2.20 to \$2.25. Oregon has not shared in the advance, though it is claimed that the yield has been very small in the crop season just closing. Peru is somewhat easier, and can be had at \$1.75 to \$1.85, though little business is going forward.

Barks: Sassafras has advanced to 8c. to 8½c., and is in very light supply; Cascara is in steady demand, but in face of very full supplies reported from the Pacific Coast the local market remains rather weak.

Belladonna leaves are reported as scarce in the primary market and spot quotations have been advanced to 13½c. to 14c.

Buchu leaves have again advanced, and short are now quotable at 23c. to 30c. The market is only lightly stocked, and the war in the Transvaal will almost entirely shut off further supply for some time to come.

Cacao butter remains firm at the unchanged prices of 38c. to 40c. for bulk, and 41c. to 43c. for 12-lb. boxes, according to quantity and holder.

Caffeine is firm at \$3.75 to \$4.00.

Cantharides, Russian, have been advanced to 50c. to 54c., according to holder. The reports from primary markets all indicate a still higher tendency.

Castor oil has been marked up 1c., the change having taken place in two separate movements of ½c. each. The current range of quotations is 11½c. to 12c. for No. 1 in bbls.

Cocaine has again made a spurt, and \$6 may now be looked upon as the inside figure. Even at this price the market is very firm, and the possibility of a still further advance is hinted at.

Cod Liver Oil: While local market conditions remain unchanged and quotations are steady at \$20 to \$22, recent cables from Norway are very strong in their tone, and an advance is confidently looked forward to.

Colocynth has been quite active, and the Trieste variety has been advanced to 38c. to 45c., spot stocks being decidedly light and the demand brisk.

Ergot has been marked up on the spot to 65c. to 67c. for Spanish, though it is possible that some supplies might be had at a shade under this. All advices from abroad indicate that the primary markets are even stiffer than our own on this drug.

Ergotine has been advanced to \$3.40 to \$3.50 for domestic in sympathy with the parent drug.

Glycerin is in very active demand and firm at the recent advance to 15½c. to 18c. in cans.

Henbane leaves are reported as very scarce, and local holders have advanced their prices to 20c. per pound for leaves of good quality.

Lycopodium has been very active and the market abroad is reported as quite excited. On the spot quotations have been advanced to 42c. to 46c., and some holders ask even more than this.

Manna is quite firm at our previously quoted range of 45c. to 55c. for large flake. In primary markets the tendency appears to be towards rather firmer prices.

Menthol is quiet on the spot, though advices from abroad indicate the probability of an advance.

Mercurials have been advanced 1c. all round in sympathy with the parent drug. We now quote blue pill 39c. to 40c., calomel 79c. to 81c., mercury and chalk 39c. to 40c., ointment, 1-3 36c. to 37c., red precipitate 89c. to 91c., and white precipitate 94c. to 96c.

Morphine is in active demand, as is to be expected at this season of the year. Prices remain unchanged at \$1.95 to \$2.05 for bulk and \$2.30 to \$2.35 in eighth ounces.

Opium has attracted but very little attention during the fortnight under review, though the tone of the market has been rather easier and a decline of 2½c. has been recorded, the range for natural in cases being quoted at \$3.12½ to \$3.15, with a premium of 5c. over this for broken lots. Most of the business transacted is in small quantities for consumptive demands. Powdered is quiet and inactive at our previous quotations of \$4.10 to \$4.20, according to assay.

Quicksilver has been advanced to 64c. to 65c., and is very firm at the figures named.

Quinine: Just after the appearance of our last report the quinine market became very active, and the prices rapidly rose on the basis of strong advices from London and Amsterdam. The prices rose rapidly 2c. at a bound until by the 14th the range of 27c. was reached. The demand increased rapidly in spite of the advances and second hands withdrew entirely from the market. At the present writing we quote 27c. to 30c. for bulk as to brand. The domestic manufacturers make their quotations "without offer." N. Y. Q. figures being 27c., and P. & W. and R. & S. 30c.

Salicine is firm at the recent advance to \$3 to \$3.20, though nothing outside of the routine jobbing orders are on the market.

Santonine has been again advanced and is now quoted at \$3.75 to \$3.80. The market conditions have already been outlined in this paper, and the indications are that the present high prices will be firmly maintained under the monopoly now held by Sawinkow in the chenopodium growing district.

Spermaceti has been marked up to 29c. to 29½c. for block, or 30c. to 30½c. for cake, at which a very brisk export business is being transacted.

Sugar of milk is in excellent demand and quoted at 10c. to 13c., while manufacturers report that they have all the orders they can take care of at the moment.

Vanillin appears to be rather easier, though in a small way; prices remain unchanged at \$1.50 to \$1.60.

Wax: The market on Brazil is very firm and active at 12c. to 22c., according to grade. Bee's is very firm also, though not particularly active at 27c. to 28c. for pure natural.

DYESTUFFS.

The dyestuffs market has been characterized by considerable firmness, which covers almost the entire list of dyestuffs materials.

Aniline salt has been advanced to 8c. to 8½c., but at this writing is slightly easier than when the advance was first made.

Divi-divi is in light supply and quoted at \$45 to \$50 for spot, though goods to arrive could possibly be had at less. The market is quite firm.

Gambier maintains about the same position as that indicated in our last report, being firm at 3½c. to 3½c. for spot.

CHEMICALS.

Arsenic has been in very good demand during the period under review, though no change in quotations has occurred. We quote white 4½c. to 4½c. and red Saxony at 8c. to 8½c.

Bleaching powder is in active demand and has been advanced to \$1.75 to \$1.80 for English and \$1.70 to \$1.80 for German.

Brimstone is very firm and crude seconds have been advanced to \$22 per ton for spot goods, which are scarce. The demand for tonnage for transport service has materially affected ocean freights, and it is not improbable that a still further advance may follow.

Carbolic acid is in good demand and very firm at 15c. to 17c. for crystals in bulk. The foreign market is reported as very strong.

Chlorate of Potash: The stock on the spot is light and the market is firmer, crystals being held at 9½c. to 9½c., with powdered ½c. higher.

Citric acid is quiet, as is to be expected at this season, and domestic makers have marked down quotations to 35c. to 38c. in bbls. and 38c. in kegs.

ESSENTIAL OILS.

Citronella is somewhat firmer at 24c. to 25c. as the result of higher cables from the East.

Camphor is maintained firmly at 9c. to 10c. with a very satisfactory consumptive demand.

Oil of wintergreen has made quite an

upward jump and is very firm at \$1.65 to \$1.85 for natural.

Peppermint is quiet and attracting but little attention. We quote 85c. to 95c. for Western in bulk, and 95c. to \$1.05 for Wayne County bulk, and \$1.15 to \$1.20 for H. C. H.

Sassafras has been advanced in sympathy with the bark, which is scarce, and we now quote 36c. to 38c. The various artificial products share in the advance, and we quote for artificial sassafras oil 30c. to 32c., while saffrol is quoted at an advance to 38c. to 40c.

Spearmint is scarce on the spot, and has been advanced to 95c. to \$1.05.

The Messina essences retain their position practically unchanged.

GUMS.

The mucilaginous gums are quiet but firm throughout, values having rather an upward tendency than otherwise. Kino has been reduced to 95c. to \$1 under the influence of keen local competition, though there is nothing in the reports from primary markets to justify the decline.

ROOTS.

The European roots, including aconite, belladonna, etc., are in fairly good jobbing demand, but no changes in the market conditions have occurred during the period under review. The principal interest has centered in the American roots, in some of which there has been considerable activity.

Alkanet has weakened under a lack of demand, and 5½c. to 6c. would be accepted.

Calamus is attracting some attention, but prices so far are unchanged at 7c. to 8c. for unbleached and 27c. to 28c. for bleached.

Ginseng is very firm at \$3.50 to \$5.50, the better grades being quite scarce.

Golden Seal has again been marked up, and we quote it now at 58c. to 60c. Spot supplies are very light, and high prices will probably continue.

Jalap attracts but little attention outside of the ordinary jobbing demand, which is supplied at 13c. to 14c.

Orris is in very strong position, all foreign advices agreeing on the fact that the output is well controlled by the syndicate of producers, and prices have been advanced to 10c. to 12c. for quarantine, and 7c. to 9c. for Verona.

Senega is very firm at 40c. to 42c. for either Southern or Western. Stocks are kept well in hand and no evidences of weakness appear in the market.

Snake has been advanced to 32c., at which sales have been made.

SEEDS.

The general seed market has been brisk and firm.

Canary, Smyrna, has been advanced a trifle, and is held very firmly at the high figures. On the spot 3c. to 3½c. may be termed the ruling quotation.

Coriander has moved steadily upward until it has reached the range of 3½c. to 3½c.

Dutch Caraway is reported very firm abroad, and on the spot ½c. to 1c. may be added to the price.

Rape has been advanced to 2½c. to 3c. for German.

Hints To Buyers.

Pharmacists who value the accuracy of their prescription work should use the assayed powders for percolation offered by Gilpin, Langdon & Co., of Baltimore. Write them for formulary and price-list.

We commend to the attention of our readers the line of chemicals made by Rosengarten & Sons, Philadelphia, and advertised in this issue. The line is carried by all jobbing houses, and will be furnished by them upon specification.

The P. L. Abbey Co., Kalamazoo, have a specially profitable proposition which they would like to lay before the enterprising druggists of the country, and will be pleased to send details if you will drop them a postal card mentioning this journal.

Thomas' English Precipitated Chalk is generally admitted to be the standard article of the kind in this country. It is presented in the form of small cones and packed in neat wooden boxes. Address the Thomas Manufacturing Company, Baltimore, Md.

A tasteful and attractive addition to a druggist's bottles is the neat bottle-cap made by the Sayford Paper Specialty Co., 50 North Twenty-third street, Philadelphia. These goods are sold at lower figures than the imported article, and are equal to it in every way. Write for samples and prices.

Methylene Blue Comp. in soft gelatin capsules, made according to the formula of Professor Orville Horwitz, used as a specific in the treatment of gonorrhoea, is one of the features of the line of goods made by the Grape Capsule Company, of Allentown, Pa. A full list, with prices, will be sent upon application.

The Mount Washington Box Company, of Boston, offer in this issue their impervious wooden box for ointments, oils, etc. This is the best box of the kind made anywhere, and has given universal satisfaction. In addition to being impervious it is light, strong and of decidedly handsome appearance. Write them for samples and prices.

Very many of those who attended the late convention at Niagara Falls stayed at the Cataract House, though the official headquarters was elsewhere. They found the appointments of the house excellent, the cuisine all that could be desired, and the courtesy and attention of the employees perfect. It would be difficult indeed to find a more charming abode for a few weeks' summer outing than this.

Druggists who want a fine article of Witch-Hazel Extract, conveniently packed and sold at reasonable figures, should note the advertisement on the front cover of this issue of Johnson & Co., of Norwich, Conn. Their product contains the full complement of alcohol, is of strong characteristic odor, and guaranteed to hold its water-white color permanently. Every package bears the firm's signature.

The drug trade is cautioned against counterfeits of Gaudichaud's Compound Extract of Sandalwood, there being such

upon the market. By reference to the advertisement of M. A. Sargent, the sole proprietor and manufacturer, the trademark of the genuine article will be found. This preparation has been on the market for many years, and is regarded as a standard remedy. In ordering it see that the trade-mark corresponds with that in the advertisement.

So far as we know, the only house in the world which makes a hair coloring exclusively is the Imperial Chemical Mfg. Co., 135 West Twenty-third street, New York. Being concentrated upon one article they have made of it a very notable success. Imperial Hair Regenerator is well advertised, is a more than commonly good seller, and affords the druggist a handsome margin of profit. All jobbing houses carry it in stock. The company's advertisement will be found on another page.

Druggists who have handled the ordinary American gum camphor know from experience that there is a loss of ten to fifteen pounds in every two hundred sold. This loss is entirely obviated by using the Sumitomo camphor imported by the American Trading Company, 100 William street, New York. This camphor is packed in solid tablets wrapped in paper and placed in hermetically sealed boxes. As a rule, a customer will take a whole box, and as a result sales are larger, and there is no loss to the druggist whatever. We advise our readers to place a trial order for Sumitomo camphor when next they write their jobbers.

Lithia Waters.

The great value of the lithium salts in aiding the elimination of uric acid in the large class of maladies referable to the uric acid diathesis renders the question of lithia waters a very important one. Recent studies have demonstrated the fact that many of the natural so-called lithia waters contain so little lithium as to be of little or no value, while the excessive quantity of the salt contained in many of the manufactured lithia waters renders them highly objectionable, as they have a tendency to derange the digestion on long-continued use. The depressing action of excessive quantities of lithium upon the heart is also coming to be generally recognized.

After a careful study of this question from all sides, and acting under eminent medical direction, the Johannis Springs Co. have undertaken to furnish the natural carbonated mineral water of the Johannis Springs with exactly the quantity of lithium which the highest authorities agree upon as being the most desirable—that is, 10 grains of lithium carbonate to the United States gallon. This water, therefore, combines the advantages of the popular natural mineral water of the Johannis Spring with a definite dosage of lithium. Those suffering from or apprehensive of uric acid maladies can, therefore, not only with impunity but with advantage drink this water daily. The admirable qualities of the Johannis Water combine with the solvent action of the lithium to produce a water which has every requisite for constant use for patients with gouty tendencies.

A Beautiful Book on the South.

The superb book, "The Empire of the South," which is being distributed by the

Southern railway, is beyond question the most exquisite publication ever issued by a railroad company. It is 9x11 in size, and contains nearly 200 pages and 400 illustrations. It gives in most interesting form a complete record of the wonderful industrial growth of the Southern States, and also presents its charms as a resort section. The work cost upward of \$20,000 to produce, and has been highly praised by the press, both north and south.

A copy will be sent prepaid to anyone remitting 15c. to Alex. S. Thweatt, Eastern Passenger Agent, 271 Broadway, New York.

Not in the Glass Trust.

The following "public notice" has been received by us: "There having been many inquiries if we were in the glass trust, we herewith announce that we are not in any trust, neither is there any option given on our plant, or likely to be. T. C. Wheaton & Co., Millville, N. J."

Cash Register Free.

The Detroit Tobacco Co., Detroit, Mich., make a special offer in our Convention Extra to furnish a "detailed self-adding, solid nickel case" cash register with a thousand of their best 5-cent cigars at \$39 per thousand. For a full



description of this register and guarantee our readers should address the Detroit Tobacco Co. Below we print a testimonial recently received from a purchaser who obtained one of these cash registers on the terms offered.

PAOLA, Kan., June 6, 1899.

Detroit Tobacco Co., Detroit, Mich.
Gentlemen—Will you send me one more of your cash registers on the same terms as before? Please answer at once. I am well pleased with the register, and the cigars are first class.

J. W. PRICE, Druggist.

Reciprocity.

Goldenstein—Vot are you doing now, Ikey?

Blumenberg—I'm a chemical dealer. I make a beautiful indelible ink; the only indelible ink in the market.

Goldenstein—And vot is your brother Moses doing?

Blumenberg—He's in the same line. He makes a stuff that takes out my ink just as clean as anything.

Another Castoria Victory.

Samuel W. Eslinger, who was recently enjoined in the United States Court by Judge Adams from imitating the wrappers of The Centaur Company, such as are used on its Castoria, was yesterday arraigned before Judge Hirzel in the Court of Criminal Correction and tried under the Missouri statute, which makes it a criminal offense to imitate the trademarked label of another. After hearing all the evidence, Eslinger was found guilty and sentenced to pay a fine of \$250, and if the fine be not paid, four months in jail. The Centaur Company have been litigating extensively for the past three years in an effort to protect their Castoria against imitations, in the civil courts. Mr. Charles H. Fletcher, president of The Centaur Company, has decided to change the policy of his company, and hereafter to institute proceedings in the criminal courts against those who pirate or sell an imitation of his Castoria. The case heard in St. Louis yesterday is the first of several that will be fought on these grounds. Heretofore The Centaur Company has contented itself with securing injunctions and other civil proceedings, but the effect of stopping imitations was not obtained, hence the change to the policy of instituting proceedings under the criminal code. Eslinger did not make a duplicate of the Castoria wrapper, but the court held, however, that the imitation was sufficient to deceive, and so he was found guilty and fined. Judges Seddon and Harvey represented The Centaur Company.—St. Louis, Mo., Republic, May 16, 1899.

Wine of Cardui Advertising.

The advertising journals announce the Chattanooga Medicine Co. have placed very large contracts with Nelson Chessman & Co. for fall Wine of Cardui advertising. It is understood larger spaces than ever are to be used and that some unusually attractive copy has been prepared. The recent expansion of this business has made the addition of another new building necessary.

Pharmaceutical Helps.

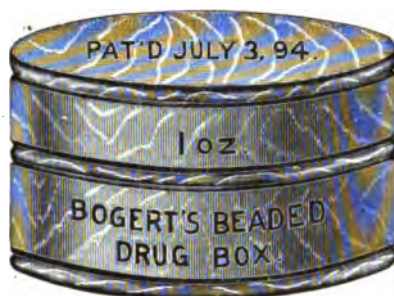
The druggist who has struggled with a difficult suppository mass, containing, say, tannin, chloral hydrate and extract of belladonna in combination, will appreciate the excellent work which can be done by the use of the "perfection" suppository machine in which suppositories are made by cold compression. Full details concerning this machine, as well as a number of others, which may be termed Pharmaceutical Helps, such as bottle washers, pill rollers and cutters, powder dividers, etc., may be obtained by sending to Fox, Fultz & Co., 31 Warren street, New York, for their little pamphlet, bearing the title "A Few Specialties."

For the Hot Soda Fountain.

The Bovox Co., Salem, Mass., laid before the trade in our Convention Extra number a very enticing offer under which a druggist can obtain a supply of thin, porcelain cups with Japanese decorations and nickel-plated tumbler holders—just the thing required for the hot soda fountain, free of charge. If you have not observed this offer look it up in our Extra number, opposite page 115, or write direct to the Bovox Co. at Salem, Mass.

Turned Wood Boxes.

One of the most attractive turned wood boxes ever placed on the market is the patented Bogert beaded drug box, which possesses a great many aesthetic and practical advantages over the ordinary turned wood box. This box is furnished either in plain or polished finish, and when polished it makes a handsome



receptacle for toilet or tooth powders. These manufacturers, Bogert & Hopper, 162 William street, New York, have mills in Maine, New Hampshire and Vermont, and are in a position to furnish all kinds of turned wood goods at the lowest possible price.

Antiseptic Surgery.

The rapid growth of antiseptics has resulted in the building up of an enormous industry in the supplying of antiseptic dressings, absorbent cotton, etc. One of the most successful firms devoted to the manufacture of this line of preparations is the J. Ellwood Lee Co., of Conshohocken, Pa., whose trade-mark illustrated



herewith has become known all over the world as being associated with goods of reliable quality. Druggists who have not got a recent catalogue should write the company for one, mentioning this journal.

Appert Glass.

The Appert glass is made under a process patented by a French manufacturer, which enables the maker to furnish hollow glass vessels moulded in a special way so as to obtain uniform thickness throughout and a degree of perfection in annealing which produces a vessel of a remarkable degree of strength. A glass manufactured by this process is very hard and at the same time very tough. By resort to this process cylindrical jars can be made of a very large capacity, and fully as strong as those made from earthenware. Holes can be drilled into the glass

in any desired place to insert faucets. For a full description of the character of this glass and the articles made from it our readers should address the Appert Glass Co., 141 Broadway, New York City, mentioning the AMERICAN DRUGGIST.

Cylindrical containers holding as much as 50 gallons can be made in this glass.

Quarantine in Texas.

Dr. W. F. Blunt, State Health Officer, Texas, has sent the following official communication to Edwin Hawley, Assistant General Traffic Manager of the Southern Pacific Railway Co., 349 Broadway, New York: "You are assured that there are no quarantine restrictions against persons from New York or other Eastern points who pass through New Orleans without stopping over. Our quarantine applies to New Orleans and other places actually infected and not to persons or freight that merely pass through these places."

This assurance makes it perfectly safe for through passengers to go West on the Southern Pacific Railroad without any fear of detention by quarantine.

Eight Dollars for Using a Directory.

A man with a grip entered a downtown pharmacy the other day and asked permission to look at the city directory. He was so long about his search that one of the clerks got to watching him, and not without results. The man was apparently looking through the business indices at the back of the book, and whenever he came to a page he fancied he cut it out with a deft movement, barely detectible. The clerk called the proprietor, and between them they saw him cut no less than five pages from the book.

Then the proprietor beckoned to a policeman just outside the window and went up to his customer.

"Got through with the book?" he asked.

"Yes, quite," was the reply. "Much obliged. Is there any charge?"

"Yes; the usual charge," said the drug-store man. "Eight dollars, please."

The man looked at the proprietor, took in the policeman and without a word produced his wad and settled.

"This is not the first time people have mutilated my directory," said the druggist in relating the incident, "but it's the first vandal I caught at it. Instead of copying the few names he wants he preferred to cut out whole leaves. Well, he paid for his fun."

A Rapid Seller.

"Hot Clam Punch" is a rapid seller for all dealers having soda fountains, or the facilities for serving hot drinks. It is prepared from Burnham's Clam Bouillon. It is a morning bracer that settles the stomach, clears the brain, and quiets the nerves, because it is a natural and nourishing food. To make it, fill a small thin glass one-third full with Burnham's Clam Bouillon, add two tablespoonfuls of fresh milk or cream, after which fill the glass with boiling water; season to suit the taste with butter, pepper and celery salt. You can make money handling it. Write for prices to E. S. Burnham Co., New York City.

"Newbro's Herpicide" is the name of a new preparation which is being put on the market by E. M. Newbro, of Butte, Mont.

American Druggist

and Pharmaceutical Record.

"America's Leading Drug Journal."

Founded 1871

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THE ANTI-TRUST CASES IN MISSOURI.

AT the last session of the Missouri Legislature a law was enacted under which the attorney-general might, if he had reason to suspect anyone was a party to a trust, in a summary proceeding obtain his evidence. Proceeding under this law the attorney-general of Missouri subpoenaed, among others, Albert N. Doerschuck, of Kansas City, to give testimony in a suit brought at the instance of the Owl Drug Co. by the attorney-general against Doerschuck and others, charging them with having formed a local druggists' trust. Doerschuck declined to answer the questions put, and was thereupon imprisoned for contempt of court. His attorneys applied for his release, on a writ of habeas corpus, and the writ was granted by Judge Gates of the Circuit Court, on Oct. 21. In granting the writ the learned Judge said:

If he was compelled to testify in the case now pending he might have to give evidence upon which an indictment or criminal information might be based and upon which he might be convicted of a misdemeanor. This cannot be permitted. Our constitution vouchsafes to every person, however humble he may be, the privilege and the right to refuse to bear testimony against himself.

The great importance of the decision of Judge Gates is in the fact that he holds that the State laws regarding pools, trusts and combines are criminal laws, and that a person charged with violating those laws cannot be forced to testify against himself. The last legislature passed this law that if the attorney-general had reason to suspect that anyone was a party to a trust he might, in a summary proceeding, obtain his evidence. Under the decision by Judge Gates this law defeats itself and is void.

This case has attracted widespread attention in the drug trade as one involving the ultimate success or failure of the anti-cutting movement, not only in Missouri, but elsewhere as well.

The St. Louis suits are, of course, precisely on a parallel with those in which Mr. Doerschuck was called upon to tes-

tify, and the stand taken by him and the happy outcome of that stand will do much to relieve the situation in St. Louis. The Apothecaries' Society has always been confident of the favorable results of the suit, but this preliminary victory will be none the less welcome as a partial confirmation of the hopes of the majority of the drug trade.

THE PURITY OF DRUGS.

THE first concerted movement in the United States towards securing Governmental supervision of the purity of drugs was the meeting of druggists held in New York City, in 1851, which not only resulted in securing the enactment of laws prohibiting the importation of impure or sophisticated drugs into the United States, but also led to the formation of the American Pharmaceutical Association.

The need for some adequate official supervision of the quality of drugs of domestic origin was pointed out in our last issue, and the subject is again brought forward in a communication from John F. Queeny, published in another column of this issue. The intimation there conveyed as to the presence of Carthagenae ipecac is one which, if based on fact, and there is every probability that it is, reflects upon the administration of our customs department.

The need for a satisfactory study of the physiological action of the New Granada root as compared with that obtained from Brazil, is accentuated by the results of assays reported, we believe, at the last meeting of the British Pharmaceutical Conference, which showed larger alkaloidal contents in the Carthagenae than was found in the Rio root.

It is quite possible that the Carthagenae root is as efficacious as is that obtained from Brazil, but in the absence of any definite information on this head, based upon physiological research, the Government officials charged with supervising the quality of drugs imported into this country should exercise more care than appears to have been exercised to pre-

vent the importation of this root, which would undoubtedly be sold if imported as ipecac without any distinctive appellation to indicate its origin.

It is evident that a more careful supervision of drug qualities is highly desirable. The question of how this supervision should be carried on is a matter of prime importance, and one to which the retail drug trade should give most careful consideration. A properly framed and honestly administered pure drug law would be of immense pecuniary benefit to the honest druggist, as well as to the public, but an improperly framed or dishonestly administered law would be an unmitigated curse.

If the drug trade holds aloof from the Pure Food and Drug Congress, as it has shown some tendency to do, it neglects an opportunity to aid in the shaping of any proposed legislation which if properly availed of might prove most valuable. If the management of this Congress is left in the hands of interests wholly alien to the drug trade, a law may be evolved which even with the best intention on the part of the Congress will prove seriously detrimental to the legitimate drug interests. For this reason the officers of all State pharmaceutical associations should take pains to inform themselves regarding the Pure Food Congress, and take proper steps towards securing adequate representation when that Congress next convenes.

VICTIMS OF DRUG ADDICTION.

THE prevalence of morphinomania and inebriety among physicians was the subject of a startling paper by Dr. T. D. Crothers, of Hartford, Conn., read before the New York State Medical Association, at the annual meeting held in this city a few weeks ago. Dr. Crothers' paper has been widely discussed in both the lay and professional journals, and the sociological student has expressed his alarm at the revelations made by him. Students of sociology are alarmed because their concern with regard to the growth of the use of alcohol and narcotic drugs has been with the layman, and to find physicians the victims of drug habits, who should be expected to educate the layman against the abuse of drugs, reveals a condition of things which they were not prepared to face.

Dr. Crothers brings forward statistics to show that of more than 3,000 physicians of the Middle and Eastern States, 21 per cent are addicted to the use of opium in excess, or are drunkards. His investigations along this line lead him to the conclusion that 10 per cent of all medical men are opium inebriates. It

may be noted here that the investigations of a French statistician conducted two or three years ago revealed a much higher percentage, the record of 1,000 cases showing that of the male morphinists, the medical profession supplied the largest number—40 per cent.

The interest attaching to the paper by Dr. Crothers and the investigations of similar experts on the subject of drug addiction and inebriety from a druggist's point of view, lies in the fact that druggists, as a class, are not included in the charges. It is only a short time since that the people of New York were regaled with sensational articles, going to show that the normal condition of the druggist, and particularly the drug clerk, was one of mental stupor, caused by the use of narcotic drugs, chiefly morphine and cocaine. The source from which these falsehoods emanated was such that they could not be directly attacked, for, to their shame be it said, the newspapers of this city love sensational articles and will pay high prices for them, no matter who suffers by their publication. In the instance referred to, a mythical organization, variously referred to as the "Druggists' League," "The League for Shorter Hours," "The Drug Clerks' Shorter Hours' League, of the Central Federated Union," etc., issued its foul charges through the medium of one Thimme, a self-constituted Moses, who personally saw to it that the newspapers were well supplied daily with alarmist articles of the kind referred to and dealing with the alleged condition of the overworked drug clerk. Charges of drug addiction, alcoholism and every other social crime that could be thought of were heaped together and spread before the public, morning and evening, under expansive scare-heads, done in the latest style of the yellow journals. There was no reference in these publications to the investigations of sociologists or statisticians, but they were mere bald assertions, swallowed greedily, nevertheless, by a public which is never quite satisfied with the mystery surrounding a drug store.

The testimony adduced by Dr. Crothers, coming as it does from a wholly unprejudiced source, is a most welcome and gratifying evidence that the base aspersions cast upon the members of the drug trade as to their misuse of narcotic drugs and stimulants are wholly unfounded, and that it is the physician, and not the druggist, who is the chief offender in this respect.

Of Great Benefit to Subscribers.

Your original articles I take great pleasure in reading. They ought to be of great benefit to all of your subscribers.

C. A. DOTY.

Kansas City, Mo.

ALCOHOL FOR THE ARTS.

IN Germany alcohol for use in industrial processes is sold absolutely without restriction, save that a license must first be procured from the authorities, but the alcohol for such purposes must first be "denatured" or rendered unfit for drinking. The denaturing of the alcohol is done in the presence of two revenue officials, and not less than a hectolitre is treated at one time. The denaturant is supplied by the Government officials in a sealed bottle, and is added to the alcohol in the presence of the revenue agents. This mixture consists of four parts of methylic and one part of pyridic bases extracted from coal tar, and is added to the alcohol in the proportion of 2.5 litres to one hectolitre of pure spirit. The total cost of denaturization does not generally exceed two cents per litre, and this includes the traveling expenses of the revenue officials. The alcohol may then be sold freely, and the result is that it can be retailed in Berlin at the rate of 11 cents per quart.

Should the use of the denaturant mentioned render the alcohol unsuited for any particular process, the Government permits the substitution of other materials. In such a case the sale of the spirit is subject to restrictions, and all sales have to be registered. By enforcing heavy penalties honest users are protected, and the consumption of alcohol in the arts is exceedingly large, amounting in 1896-97 to 19,123,000 gallons, of which about two-thirds were used for heating, lighting and motive power. A similar regulation obtains in England, and its adoption in the United States offers probably the only feasible means of obtaining tax-free alcohol for use in the arts.

THEY have troubles of their own on India's coral strand as well as here in these United States and they get sound advice there from the "Indian Medical Record" as follows: "Counter prescribing is wrong; substitution is not only wrong, but unpardonable; promiscuous refilling of filed prescriptions is an evil; but all these wrongs can be righted. There are pharmacies where such things are unknown, and such pharmacies should be supported and jealously protected by the members of the medical profession in India. It would require but a slight premium on honesty to make dishonesty an unknown quantity."

The Best Printed.

I can endorse the AMERICAN DRUGGIST as one of the best journals printed.

E. S. McGRAU.

Spirit Lake, Ia.

(Written for the American Druggist.)

VETERINARY FORMULAS.By W. A. DAWSON,
Hempstead, N. Y.

DURING the years that I have practiced pharmacy it has been my custom to jot down in my note book every original formula or prescription that I knew, or judged to be of exceptional merit—anything out of the ordinary or which I considered better than the general run of remedies for the class of disease for which it was used. In this way I have collected a number of formulas that have not heretofore been published in books or in the pharmaceutical journals, and my collection contains a number of veterinary remedies that, I think, will be new to most pharmacists. All the formulas here submitted have been tested thoroughly. I have prepared some of them hundreds of times, and I know that they are effectual remedies for the diseases for which they are recommended. Most of them are original prescriptions of veterinary surgeons who are well known in New York or its suburbs.

Dr. Ticehurst's Physic Ball.

Barbadoes aloes.....	7 dra.
Jalap	1 dr.
Gentian	1 dr.
Ginger	1 dr.
Calomel	1 dr.

Mass the powdered drugs and calomel with glycerin. Roll out, in powdered liquorice root, to an oblong cylindrical shape one inch in diameter and two inches long. Be careful in adding the glycerin, or you will have too soft a mass. In massing aloes with glycerin it sometimes happens that the material will look quite dry and then suddenly turn to a semi-liquid consistency, particularly when a slight excess of glycerin is present. Add a little glycerin at a time and work the mass up well with the pestle. Roll the finished ball up in a sheet of manila W. C. paper, twisting the paper up tightly at the ends, so as to keep the ball in shape. The balls are given just as they are, paper and all.

These physic balls are "a sure thing." I have never known them to fail to promptly and thoroughly evacuate the bowels. The size given is for a full-grown horse.

Dr. Ticehurst is a well-known veterinary surgeon on Long Island, and has a large practice among the fine horses of wealthy New Yorkers who spend the summer season in the vicinity of Babylon, Bay Shore and Islip.

The Old-Fashioned Physic Ball

was made by melting gum aloes on a water bath and dipping out about what you thought the right quantity (5 to 8 drams), and dropping it into the ground flaxseed barrel, where it was rolled around with the hands until it took on the proper shape and hardness. And it was hard, hard as a brick, and often passed through the horse without dissolving.

The Westminster Kennel Club has its Clubhouse and kennels at Babylon, Long Island, and holds its annual "Dog Show"

in Madison Square Garden, New York. Here is

The Westminster Kennel Club's Cure for Mange.

Whale oil—genuine.....	1 pint
Flowers of sulphur.....	1 oz.
Oil of tar.....	2 ozs.
Crude petroleum.....	1 oz.

M.

Shake well and rub in thoroughly once a day.

The whale oil must be the real thing and not the common "fish oil" that is sent out by some wholesale dealers for whale oil.

Sherwood's Rubbing Liniment.

Gum camphor.....	3 ozs.
Tincture of cantharides.....	3 ozs.
Tincture of capsicum.....	3 ozs.
Alcohol	1 pint
Tincture of arnica.....	1½ pint

Gasolene Liniment.

Alcohol	½ pint
Gasolene	½ pint
Tincture of arnica.....	½ pint
Tincture of iodine.....	4 ozs.

Leg Lotion.

Corrosive sublimate.....	1 oz.
Muriate ammonia.....	2 ozs.
Acetate lead.....	3 ozs.
Sulphate copper.....	2 ozs.
Ether	3 ozs.
Alcohol	½ pint
Water	1½ gal.

These three formulas are in constant use in one of the eastern hunt clubs, for hunters and polo ponies. The first two are stimulating rubbing liniments for lameness and soreness, the second formula being the stronger of the two. The third, the "Leg Lotion," is an astringent, antiseptic wash applied to hunters, polo ponies and race horses after a hard run or race. It is used for the purpose of hardening the legs and preventing "stocking up," or swelling of the legs after a hard go, and also to quickly heal up all scratches, cuts and abrasions that may have been incurred during the run.

Blister.

Blisters are more often called for than any other veterinary remedy. I often feel sorry for the poor horse, when mixing up some diabolical conglomeration of "everything that's strong and pizen," for some ignorant horse owner to apply to a poor animal who has gone slightly lame.

The majority of "horse recipes" are wonderful and awesome things. Heaven only knows where or how they originate, but as they seem to follow the rule of "put a little of everything that's strong and pizen," they may perhaps be classed under the head of "Mistura Diabolica." For a good, dependable blister, there is nothing better than the U. S. P. Cantharides Cerate, provided the powdered cantharides are first-class and the manipulation in exact accord with the Pharmacopoeia. If you have complaints of its not being strong enough, it is because these were not right.

Red Blister.

Two drachms of mercury biniodide and lard or petrolatum to make an ounce, is about right for a quick-acting blister. One ounce of corrosive sublimate to a pint of oil of turpentine, to be well shaken and applied with a brush, makes a mild liquid blister that will vesicate slowly and not destroy the hair.

Sure Blister.

A blister used by one of the largest stock farms on Long Island consists of

Powdered cantharides.....	2 ozs.
Mercury biniodide.....	2 ozs.
Benzoated lard.....	12 ozs.

Rub the biniodide with a little of the lard until thoroughly incorporated before adding the balance of the ingredients.

Bismuth Subgallate for Moist Sores.

For a healing powder for galls and sores, equal parts of powdered nutgalls and burnt alum has always given good satisfaction with my customers, but lately I have formed the opinion that bismuth subgallate is the remedy par excellence for moist sores, and have had fine results from it. It dries up and heals small cuts and abrasions very quickly. Here is a prescription I prepared the other day. I don't know how effective it was, but I had so much fun making it that I cannot forbear mentioning it. It was written by a veterinary surgeon of considerable reputation:

Spavin Blister.

Euphorbium	4 ozs.
Cantharides	1 oz.
Corrosive sublimate.....	4 ozs.
Red precipitate.....	4 ozs.
Iodine	4 ozs.
Gum turpentine.....	6 ozs.
Lard	6 ozs.

I mixed them together *secundum artem*, leaving out the iodine. Then I moved out into the back yard and added the iodine. The air was still, and the beautiful deep purple vapor ascended to the housetops, straight as an Indian signal fire. Just then one of the neighbors leaned out of the window and asked me if I thought the incantation would be successful in calling the "old boy" up, and added sarcastically that he had been to the opera last week, and "Faust's" incantation "couldn't hold a candle" to this. Then he coughed and slammed the window down to keep out the vapor, and gibbered through the glass.

There is some fun in the drug business if a man has a sense of humor and don't take life too seriously. I enjoyed putting up that prescription, although it gave me a headache trying to figure out the various reactions in it and what it contained when finished.

Pyrobetulin.—A patent has been taken out in England (No. 13,823) for tablets composed of the ground outer bark of the betula alba mixed with some oxygen bearing salt, such as potassium nitrate, which when burned in a room sets free betulin compounds termed by the patentee pyrobetulin or pyrobetulin anhydride.

Asterol.—Asterol is the name given to para - sulpho - phenol - mercurio - ammonium - tartrate by Hoffmann La Roche & Co. to a compound prepared under a patented process (D. R. P. No. 104, 904) as follows: Freshly prepared mercury para-sulpho-phenolate is dissolved in ammonium tartrate or in tartaric acid, the ammonia being added later, and the salt thus formed dried by evaporation of the solution. The product is claimed to have the advantage over other mercury compounds that it is a powerful antiseptic and still non-poisonous, and does not coagulate albumen nor affect iron.

Prize Essay.

Brief, bright essays on subjects of interest to pharmacists are invited for the Prize Essay Department of the "American Druggist." For every article printed, long or short, the "American Druggist" will fortnightly pay \$5.00.

SIDE LINES FOR DRUGGISTS.

By JOHN A. FOOTE,
Archibald, Pa.

The Smaller Musical Instruments.

THE history of pharmacy has failed to show the pharmacist at any period as an affluent individual or the profession as an unusually lucrative one. The old-time barber let blood and doctored with simples (those were his side lines), and "ye ancient apothecary" extracted teeth and did various other things—questionable things, too, if the testimony of Mr. W. Shakespeare goes for aught.

So down to the present day the question, What legitimate means may the pharmacist employ to swell the income from his regular business? has been one of interest and importance to all engaged in the drug profession. The question grows more important year after year, for the cutter and tablet physician (the degenerate prototype of the old-time apothecary) have made sad inroads upon the legitimate field of the pharmacist, and he, like the proverbial drowning man, clutches at straws—straws which show with unpleasant certainty the direction in which the trade currents set. From these conditions only two conclusions can be deduced: Either the pharmacist will have to add some other special feature or side line to his business to make up the bulk of trade which he has lost, or, failing this, he will have to graduate in medicine and furnish medicines at professional prices, giving advice free. The first remedy is the easier and is now on trial throughout the country.

In the Large Cities

custom or perhaps professional pride forbids the druggist entering as wide a field as his brother in the smaller towns, but this is more than atoned for by the trade which he can obtain in articles used by the richer class of people, such as toilet luxuries, soda water, imported cigars, confectionery or photographic supplies, which now are considered as belonging to the drug trade. The druggist in the smaller towns and cities cannot sell a proportionate quantity of these specialties, for transient trade is to him an unknown quantity, and customers are frequently made and retained as much through personal influence as through good business facilities. This element, in towns of 5,000 to 15,000 inhabitants, constitute a large majority of the trade, and as they suffer in the greatest proportion from the evils alluded to it is only fitting that they should be accorded their proportionate share of the remedies. So I will devote this paper particularly to the needs of the druggists in towns and smaller cities of this type.

The First Requisite for a Side Line

is that it must be in keeping with the semi-professional status of the druggist; for instance, baled hay would be entirely out of place in a drug store. The smaller musical instruments—violin, banjo, guitar and mandolin—have within a few years become immensely popular with the public, especially the three last named. The piano became commonplace, and society, seeking for variety, adopted these smaller musical instruments, and they immediately sprang into popularity. The low price at which they are now manufactured in America, and the ease with which the beginner acquires technical ability in performing aided not a little to increase the boom, so that now the mandolin, that a few years ago was almost a curiosity, is played by thousands.

Selling Musical Instruments

is a profitable and pleasant business, and is entirely in keeping with the pursuit of pharmacy. A profit of 50 to 100 per cent is made on all sales, and a customer once made is retained by his subsequent purchase of strings, supplies, etc. Even if other dealers in your town sell musical instruments, they seldom sell them or display them well enough to tempt the buyer. A cheap fly-specked guitar and a lonely looking mandolin hanging against the wall oftentimes constitutes the stock in trade of the dry goods or jewelry store that professes to sell musical instruments. But a large stock is not necessary to build up a trade, for there is no business conducted that gives better returns from a small investment. I have sold musical instruments for years and have established a trade in my own and neighboring towns that would otherwise certainly have gone to one of the larger cities. Among the reliable wholesale firms who make a specialty of supplying druggists with musical goods are A. E. Benary, 62 White street, New York; John C. Haynes, Boston, and Lyon & Healy, Chicago.

Investment Required.

For a dealer in a town of 4,000 population about \$100 will put in a stock sufficient for his needs, or if he does not care to invest this amount he can buy a medium price sample of each of the popular instruments mentioned—violin, banjo, mandolin and guitar, and an outfit of strings, fittings, etc., the total cost of which would be about \$25, and the retail value \$50. The most salable instruments are those which sell for from \$6 to \$15. Others can be ordered from the large illustrated catalogues sent out by the wholesale dealers if a dealer or cheaper article is wanted. The profit on the smallest sale will more than cover the cost of express or mail charges. Through the illustrated retail catalogue the dealer

can sell anything from a Chinese fiddle to an oboe.

Assorted Order of Musical Instruments.

For the convenience of druggists who may wish to place a sample order for \$100 worth of these goods the following sample order is appended:

1 mandolin to retail at.....	\$8.00	\$4.00
1 mandolin to retail at.....	10.00	5.00
1 mandolin to retail at.....	15.00	7.50
1 guitar to retail at.....	10.00	5.00
1 guitar to retail at.....	15.00	7.50
1 guitar to retail at.....	20.00	10.00
1 banjo to retail at.....	14.00	7.00
1 banjo to retail at.....	12.00	6.00
1 banjo to retail at.....	10.00	5.00
1 violin, ladies' size, retail at.....	8.00	4.00
1 violin, ordinary, retail at.....	10.00	5.00
1 violin, ordinary, retail at.....	15.00	7.50
1/2 dozen violin bows.....	3.00	1.50
1/2 dozen mandolin cases.....	10.00	6.00
1/2 dozen violin cases.....	6.00	3.00
1/2 dozen banjo cases.....	10.00	6.00
1/2 dozen guitar cases.....	10.00	5.00

An Assortment of Harmonicas.

This assortment will cost \$94, and strings, fittings, etc., will make \$100. It will retail for \$200. If an assortment of harmonicas is wanted in addition the following will cost about \$13 and will give a good assortment:

3 dozen to retail at.....	10c.
2 dozen to retail at.....	25c.
1 dozen to retail at.....	50c.
1/2 dozen to retail at.....	75c.

Introduce It if You Have It Not.

If the mandolin, banjo or guitar is not played in the town by any person it will pay the druggist to have a good performer introduce one or all of the instruments at a local concert and show their capabilities. Advertise in the programme, have a good window display, and distribute, by mail or otherwise, the illustrated pamphlets and price-lists of these instruments, which the wholesaler will furnish you. The day following a local concert in this town at which the mandolin was played I sold three instruments to persons who previously had no idea of purchasing.

In conclusion I want to say a word regarding the care of musical instruments. The wooden stringed instruments can be kept from dust and dirt by enclosing in glass wall cases usually devoted to patent medicines. Much depends upon the appearance of these goods, and the dealer should always endeavor to have them free from dust and properly strung so that the prospective purchaser may test and examine them properly.

Quinine Mixture for Children.

W. J. Greanellé, M. D., communicates the following formula for a "palatable quinine mixture for children" to the "New York Medical Journal:"

- (1) Quinine hydrochlorate...5 to 10 grs.
Alcohol 1 fl. dr.

M.

- (2) Oil of cinnamon,
Oil of anise, each.....30 to 40 mms.
Magnesia, q. s.
Water 1 fl. oz.

Let stand for some hours; filter.

- (3) Mix 1 and 2 and add—
Simple syrup..... 3 fl. ozs.
Carmin or cochineal solution 5 drops.

Dose: One or two drams as directed.
Saccharin in small quantity, the author observes, helps to disguise the larger dose of quinine.

The mixture is designed as a tonic and malarial prophylactic for children living in malarious sections. It will serve for

active medication in acute cases of malarial disease in children of three years or younger by giving the larger dose at hourly intervals.

He finds that children literally cry for it, and that it has frequently served as an excellent bribe, to be given immediately after a simple solution of quinine hydrochloride in water when large doses of the drug are necessary. A teaspoonful of water carrying two or three grains of quinine muriate will be readily taken by any child, with "a teaspoonful of pink medicine right after." Those who have little patients in large numbers will appreciate this.

Gathered Formulas.

Hospital Formulary.

(Continued from page 198.)

DEMILT DISPENSARY FORMULARY.

Eye Wash.

AGNEW'S SPRAY.

Sod. borat.....10 grs.
Acid tannic.....10 grs.
Glycerin.....1 fl. oz.
Camphor water, enough to make 1 fl. oz.

Gargles.

ALUM AND TANNIC ACID.

Alum.....30 grs.
Acid. tannic.....30 grs.
Water, enough to make.....4 fl. ozs.

ALUM and POTASS. CHLORATE.

Alum.....30 grs.
Potass. chlorate.....30 grs.
Water, enough to make.....4 fl. ozs.

ASTRINGENT GARGLE.

Tinct. catechu co.....1 fl. oz.
Tinct. kino.....1 fl. oz.
Glycerin of tannin.....1 fl. oz.

Sig. One teaspoonful to a wineglassful of water.

IRON GARGLE.

Tincture iron chloride.....90 grs.
Potass. chlorate.....90 grs.
Glycerin.....1 fl. oz.
Water.....1 fl. oz.

FOR TONSILLITIS.

Acid hydrochloric.....20 mms.
Potass. chlorate.....150 grs.
Tincture iron chloride.....1 fl. oz.
Glycerin.....1 fl. oz.
Syrup.....1 fl. oz.
Water.....5 fl. ozs.

DOBELL'S SOLUTION.

Acid carbolic.....6 grs.
Sodium bicarbonate.....1 dr.
Sodium borate.....1 dr.
Glycerin.....1 1/2 oz.
Water, enough to make.....6 ozs.

S. S. S.

Sod. bicarbonate.....1 oz.
Sod. borate.....1 oz.
Sod. chloride.....1 oz.

One teaspoonful to a cupful of warm water as a gargle and insufflation.

CONCENTRATED MOUTH WASH.

Acid. carbolic.....80 grs.
Potass. chlorate.....30 grs.
Sod. borate.....30 grs.
Syrup.....1 fl. oz.
Glycerin.....1 fl. oz.
Water.....1 fl. oz.

MANDL'S SOLUTION.

Iodine.....6 grs.
Potass. iodide.....20 grs.
Water.....2 fl. drs.
Glycerin.....6 fl. drs.

Liniments.

STIMULANT LINIMENT.

Tincture capsicum.....1 fl. oz.
Ammonia water.....1 fl. oz.
Soap liniment.....1 fl. oz.

TURPENTINE LINIMENT.

Oil of turpentine.....2 fl. ozs.
Liniment of camphor.....2 fl. ozs.

Lotions.

WHITE LOTION.

Zinc sulphate.....1 dr.
Potass. sulphurate.....1 dr.
Water, enough to make.....4 fl. ozs.

COMPOUND WHITE LOTION.

Precipitated sulphur.....30 grs.
White lotion, enough to make.....4 fl. ozs.

LEAD AND OPIUM WASH.

Lead acetate.....30 grs.
Tinct. opium.....2 drs.
Water.....8 ozs.

RESORCIN LOTION.

Resorcin.....60 grs.
Alcohol.....2 fl. ozs.
Water.....2 fl. ozs.

Diarrhoea Mixtures.

CHARITY HOSPITAL HOT DROPS.

Tincture opium.....2 fl. drs.
Tincture capsicum.....2 fl. drs.
Spirit of camphor.....2 fl. drs.
Spirit of peppermint.....2 fl. drs.
Water.....1 fl. oz.

Dose: One teaspoonful.

TINCT OPII CO. (SQUIBB'S.)

Tinct. opium.....1 fl. oz.
Tinct. capsicum.....1 fl. oz.
Spirit camphor.....1 fl. oz.
Chloroform.....3 drs.
Alcohol, sufficient to make.....5 fl. ozs.

Dose: 20 to 40 mms.

BISMUTH MIXTURE.

Bismuth subnit.....2 drs.
Glycerin.....2 drs.
Chalk mixture.....4 ozs.

Dose: One teaspoonful.

COMPOUND BISMUTH, No. 1.

Bismuth subnit.....90 grs.
Saccharated pepsin.....1 dr.
Acid hydroch. dil.....2 drs.
Glycerin.....2 drs.
Mucilage of acacia.....1 oz.
Water.....4 ozs.

Dose: One teaspoonful.

COMPOUND BISMUTH, No. 2.

Bismuth subnitrate.....1 dr.
Creasote.....2 drops
Paregoric.....90 mms.
Syrup of ginger.....4 drs.
Chalk mixture, enough to make 2 fl. ozs.

Expectorant Mixtures.

EXPECTORANT, No. 1.

Ammon. chloride.....1 dr.
Potass. chlorate.....24 grs.
Extract liquorice.....30 grs.
Spt. aether nit.....2 drs.
Syrup senega.....2 drs.
Cinnamon water, enough to make.....2 ozs.

Dose: One teaspoonful.

EXPECTORANT, No. 2.

Morphine sulphate.....1 gr.
Acid. hydrocyanic dilute.....30 mms.
Camphor water, enough to make.....2 ozs.

Dose: One teaspoonful.

EXPECTORANT, No. 3.

Tinct. opii deodorat.....1 fl. dr.
Sodium bromide.....1 dr.
Ammon. chloride.....30 grs.
Glycerin.....1 1/2 fl. oz.
Syrup tolu, enough to make.....3 fl. ozs.

AMMONIA EXPECTORANT.

Ammon. chloride.....1 dr.
Potass. chlorate.....30 grs.
Paregoric.....2 fl. drs.
Syrup of ipecac.....2 fl. drs.
Syrup wild cherry enough to make.....2 fl. ozs.

Dose: One teaspoonful.

EUCALYPTUS MIXTURE.

Ext. eucalypti fld.....2 fl. drs.
Ammon. chlorid.....1 dr.
Extract liquorice.....1 dr.
Syrup tolu, enough to make.....2 fl. ozs.

Dose: One teaspoonful.

GUALACUM MIXTURE.

Potass. chlorate.....1 dr.
Tincture guaiac.....3/4 drs.
Tincture rhubarb.....1 1/2 dr.
Syrup wild cherry, enough to make.....3 fl. ozs.

Dose: One teaspoonful.

HYDROCYANIC COMPOUND.

Acid. hydrocyanic dilute.....1 fl. dr.
Potass. bromide.....2 fl. drs.
Tinct. sanguinaria.....4 fl. drs.
Syrup senega.....4 fl. drs.
Paregoric.....1 fl. oz.
Syrup tolu, enough to make.....4 fl. ozs.

Dose: One teaspoonful.

STOKE'S EXPECTORANT.

Ammon. carbonate.....10 grs.
Paregoric.....1 fl. dr.
Tinct. squilla.....1 fl. dr.
Syrup tolu.....2 fl. drs.
Decoction of senega, enough to make.....2 fl. ozs.

Dose: One teaspoonful.

TEREBENE MIXTURE.

Terebene.....6 fl. drs.
Oil peppermint.....24 mms.
Syrup.....1 fl. oz.
Mucilage acacia, enough to make 3 fl. ozs.

Dose: One teaspoonful.

EMPHYSEMA MIXTURE, No. 1.

Spt. aether co.....2 fl. drs.
Ammonia expectorant mixture, enough to make.....2 fl. drs.

Dose: One teaspoonful.

EMPHYSEMA MIXTURE, No. 2.

Spt. aether co.....2 fl. drs.
Potass. iodide.....2 drs.
Ammonia expectorant mixture, enough to make.....4 fl. ozs.

(To be continued.)

That Whisky Antidote.

Whisky as an antidote to carbolic acid is the latest American sensation, and the "Bulletin of Pharmacy" publishes some most startling facts (?) in connection therewith. In the first place, it is stated that a woman bent on suicide swallowed a considerable quantity of carbolic acid, but that—some whisky having been mixed with the poison to render it palatable—no escharotic effect whatever was produced in her mouth and throat. Presumably, also, the woman recovered, for it is recorded that the whisky "had completely neutralized the poison." Experiment, we are told, demonstrated that this must have been the fact; for after pure and undiluted acid had been applied to the skin, and even allowed to remain until painful escharosis began, "the application of alcohol at once stopped the pain, and almost entirely obliterated the scar." Next, it is related how one medical man declared that it was no unusual occurrence to see another medical man catch pure carbolic acid in his open hands, and in a few moments remove all the effects by washing his hands in pure alcohol. And, "he is now almost daily flushing abscess cavities with pure carbolic acid, and afterwards washing them out with pure alcohol." But the palm must be awarded to the tale of a medical man who "deliberately placed the tip of his tongue in some acid contained in a shallow dish, which, of course, immediately resulted in escharosis of the soft and delicate tissues. The pain was intense; yet the immediate application of alcohol, which was made by holding a half-ounce of the fluid in the mouth for thirty seconds, brought entire relief, and completely effaced all evidence of escharosis." The remarkable instances quoted prove, according to the "Bulletin of Pharmacy," that "alcohol is par excellence the antidote for carbolic acid poisoning. It

may, however, be suggested that the published records of the cases prove something else. At the same time, whisky may possibly be used with advantage in

cases of carbolic acid poisoning; it is well known to be a useful application generally, especially when taken under medical advice.—Pharmaceutical Journal.

Pharmaceutical Progress.

New Remedies—Improved Processes—Modern Inventions—Wrinkles in Dispensing—Tests and Reactions.

Pilocarpus Racemosus.—A new source of jaborandi, described by Rocher, is *Pilocarpus racemosus*, a native of the French Antilles. The leaves are stated to be rich in alkaloids, containing 1 per cent of total bases, of which 0.6 per cent is pilocarpine and 0.4 per cent jaborine. The leaves also yield a greenish, very aromatic, essential oil, which is under investigation. —Repertoire [3], 11, 439, through Pharm. Jour.

Antimellin, or Diocatin, is an educt from jambul seed, which has been recommended by Dr. Boersch (Pharm. Centralh., 1899, 545) as an antidiabetic, but Dr. Lenné now denies its virtues, saying (Deutsch. Med. Woch.) that while jambul seed are used by the natives of Java in the treatment of diabetes, the treatment did not diminish the excretion of sugar, though it did alleviate some of the symptoms of the disease.

Oxygenated Water.—The use of oxygenated water has not been found so beneficial as had been hoped, since the water is not so palatable as that which is impregnated with carbon dioxide. Klebert (Mineral Wasser Fabricant, 1899, No. 47) recommends that the therapeutic advantages of the oxygen be combined with the advantages in taste offered by the carbon dioxide by mixing the two gasses and impregnating the water with the mixture.

To Cleanse Platinum and Porcelain Crucibles.—F. Wirthle states that (Chem. Zeit., 1899, No. 77) borax is much more efficacious in cleaning out the residue from the incineration of vegetable substances in platinum crucibles than is the alkaline bisulphate which is generally used. To rid porcelain crucibles of residues of silver chloride, lead sulphate, zinc oxide, etc., which adhere very closely, the author recommends resort to electrolysis. This is done by placing a few grains of zinc and some acid in the crucible, and allowing to stand for some time, when the reduced and dissolved metal may be removed without any difficulty.

Nucleothyminic Acid.—A patent has been issued in Germany (D. R. P., No. 104, 908) for the preparation of a nucleothyminic acid as follows: The acid described as acid B in the German Patent No. 103,062, which is prepared from the pancreas of the calf, and which is closely allied to nucleic acid, is treated with warm water, the solution filtered and cooled, and the nucleothyminic acid precipitated by addition of alcohol acidulated with hydrochloric acid. The new acid can also be obtained from nucleic acid obtained from other sources. The nucleothyminic acid ap-

pears in a dry state as a yellowish white powder fairly soluble in cold water.

Formation of Pigment by Bacilli.—A number of experiments have been carried out by Boland on the formation of pigment by the *Bacillus pyocyaneus* (Centr. f. Bak., xxv., p. 897, through Pharm. Jour.) He finds that this organism forms only two pigments, a fluorescent one, apparently identical with that formed by many other bacteria, and the blue pigment pyocyanin, which by oxidation becomes quickly changed to a green by pigment, pyoxanthose (pyoxanthin). A blue chloroform solution of pyocyanin becomes quickly changed to a green by sunlight. A blue watery solution of pyocyanin is likewise changed by chlorine. The green chloroform solution treated with dilute (1:3) sulphuric acid becomes a deep yellow; with dilute hydrochloric acid (1:3). The former mixture on being neutralized with an alkali again gives a green solution on shaking with chloroform, the latter by the same procedure yields a blue solution.

Estimation of Alcohol in Ether in the Presence of Petroleum Ether.—According to H. Droop Richmond (Chem. Zeit., 1899) 20 Cc. of the mixed liquids are agitated with 25 Cc. of ether which is saturated with water, and the ethereal layer which separates off is measured as Volume A. The water is drawn off and an additional 25 Cc. of ether saturated with water is added, thoroughly mixed and then allowed to separate, and the layer of ether which separates is measured as Volume B. The volume of ether and petroleum ether present then equals $2A - B$, and the volume percentage of alcohol present = $(20 + B - 2A) \times 0.5$. For determining the petroleum ether, a cooled mixture of 20 Cc. of 90 per cent sulphuric acid and 20 Cc. of glacial acetic acid is used; 10 Cc. of the mixture under examination is taken and the mixture of sulphuric and acetic acids is added in small quantities, thoroughly shaking after each addition. After the separation of the layers, the volume of petroleum ether can be very easily measured.

Test for Aspirin.—Aspirin, or acetyl, salicylic acid, which was recently referred to in this journal, is a new remedy produced by the action of acetic acid on salicylic acid. Dr. F. Goldmann gives the following simple tests for this substance in a paper read before the October meetings of the German Pharmaceutical Society. Aspirin melts at 135° C.; if boiled for two or three minutes in 10 Cc. of a 10 per cent solution of soda, aspirin is decomposed. After cooling complete solution must follow its complete saponifi-

cation. It is decomposed on the addition of an excess of diluted sulphuric acid with the appearance of a fleeting violet coloration, and the separation of salicylic acid. By filtering off and taking up the residue, the salicylic acid may be identified by its melting point and iron reaction. The filtrate obtained has an acetic odor, and upon adding alcohol and the requisite quantity of sulphuric acid, and boiling, the odor of acetic ether is given off. Practically the only impurity which is apt to be present is uncombined salicylic acid. This may be excluded by dissolving 0.1 Gm. of aspirin in 5 Cc. of alcohol and diluting with 20 Cc. of water, and adding 1 drop of diluted ferric chloride solution, when no violet coloration should be produced.

The Least Actinic Color for Glass.

H. J. Moller (Arch. Pharm. Og. Chem., 1899, 31, 253) has examined, by means of photographic tests, into the question of what colors in glass are the best for protecting chemicals from the actinic action of light. In this experiment he placed on photographic plates a number of plates of differently colored glass, exposed the plates for a uniform time to a uniform light, then developed the plates and noted the relative degree in which those exposed under the differently colored plates of glass were affected. In this manner the author examined the bromide and chloride of silver, those iron salts which are sensitive to light, mercury, chromium, gold and uranium salts and potassium iodide. He found that black, red, orange, yellow, brownish yellow and a pure green glass protected from the chemical action of daylight in about the relative order named. The dark bluish green, violet and milky glass afforded some slight protection and blue and clear glass afforded no protection whatever. The gold salts were protected by a bluish green glass. Many other substances, such as chlorophyll, pyrogallol, chlorine and sodium nitrocyanoide, comport themselves toward colored glass in about the same manner as do the substances mentioned above.

Curangin.—Curanga is the name of an herbaceous plant belonging to the natural order scrophulariae, which is found in the East Indies and which is used by the natives of Java as a ferbifuge and vermifuge. The Chinese and Indians use it under the name of "Koen Tao Tjas" for bruises and swellings. Dr. W. G. Boorsma has separated a bitter glucoside from the plant, to which he gives the name "Curangin." This is obtained by extracting the herb with acetic ether, distilling off the ether, taking up the residue with alcohol, purifying by the addition of an alcoholic solution of lead acetate, removing the lead by means of hydrogen sulphide, evaporating to dryness and boiling the residue with a mixture of one volume of alcohol and four volumes of chloroform. From 1,100 Gm. of the dried herb, 23 Gm. of the purified curangin is obtained. The glucoside is easily soluble in alcohol, methyl alcohol, acetic ether and acetone if mixed with water, partially soluble in chloroform and in water-free acetic ether, amyl alcohol and benzol, but only very slightly soluble in ether, petroleum ether, carbon disulphide and water. Alone the solutions have a neutral reaction. Ultimate analysis shows that the glucoside has the formula $C_{17}H_{17}O_{11}$. —Ned. Tijd. Pharm. October, 1899.

(Written for the American Druggist.)

THE NEW STATUS OF THE NAVAL PHARMACIST.

BY J. A. GUTHRIE, M.D.,

Passed Assistant Surgeon, U. S. N.

A new creation developing out of the many reorganizing features of the Naval Personnel Act is the Warrant Pharmacist. It is not generally known that the pharmacists in our navy have heretofore been enlisted men, and, although our navy has been extensively advertised by virtue of the Spanish war, the public have yet to thoroughly comprehend the fine distinctions and peculiar conditions of difference existing between commissioned, warrant, chief petty and petty officers. No doubt the status of a commissioned officer is familiar to all—they understand he is the highest. Even the next class lower in the scale—the warrant officer—is not officially his social equal, but it requires some explanation before this class below can be defined. The warrant carries with it certain consideration for its possessor; it makes him a responsible party in the eyes of naval regulations. It cannot be taken away at the whim or caprice of a superior without due process of law, and it is a life guarantee that during good behavior the remunerations connected with it shall continue. As the commissioned officer holds his commission for life and during good behavior, so does the warrant officer, and both documents are vouched for in good faith with the signatures of the President and the Secretary of the Navy on them. The warrant officer, however, can never attain the rank of the lowest commissioned officer; he may rank with, but after, him, as specified by law. As regards his life aboard ship, a clearer view of his status may be presented when it is known that his quarters are entirely separate from the commissioned officer, who is assigned to what is called the ward room, and they are often spoken of as ward-room officers. The warrant officer is given comfortable quarters, to be sure, and he has assigned him servants who minister to his wants; he is given (except in an emergency) a separate room to sleep in, and a mess room, etc., similar, though perhaps not so elaborate as that provided for ward-room officers. There are warrant officers of the line, as gunners and boatswains, and warrant officers of the staff, as carpenters and pharmacists. It is possible for a line warrant officer to assume command of a vessel with commissioned staff officers available in case of the absence or death of all the line commissioned officers.

The line of demarkation between the warrant officer and the next step lower on the scale of grading is very decided. The chief petty and the petty officers are enlisted men bound to serve the Government for a certain number of years in consideration of a given stipend. If they commit offences, they are punished and their stipend may be discontinued. The petty officer or chief petty officer is in reality a belonging of the navy. The petty officer swings his hammock in the men's quarters and eats his meals at their table. The chief petty officer does the same thing, with a slight variation; he may mess at a table with other chief petty officers, and in some cases bunks are provided for him.

With this curtailed and inefficient definition preceding, it, nevertheless, can easily be imagined the step which the graduate in pharmacy has made from the

grade of chief petty officer to that of a warrant officer, and what this means to him when living on board ship. But there is yet something left open by which the graduate in pharmacy who casts his destinies with our navy may be materially benefited. It must be remembered that not all of these are warranted, only a select few (twenty-five), and a great majority of these gentlemen may never attain the warrant, but remain as chief petty officers.

So in argument would it not be a just plea that all be warranted, and the authorities petitioned so that the number of warrant pharmacists may at least be increased, and then let there be an examination for candidates from the ranks of those enlisted graduates who are already serving their time, and from these ranks let the increase be supplied. In conclusion, a word or so as to the qualifications of the naval pharmacist may be acceptable if offered as for suggestions and further argument in the matter. The candidate must be a graduate in pharmacy from a recognized college; he must, moreover, be a practical man, of quick judgment in time of need, in unavoidable accidents on board; he must possess some knowledge of anatomy and minor surgery; in other words, he should know the principles and possess the qualifications of the trained nurse, so that in the absence of a medical officer he may administer first aid to the wounded, attend to the antiseptic precautions in contagion, and, in fact, supply his (the medical officer's) place as the line warrant officer sometimes acts in the capacity of a line commissioned officer.

PHARMACY IN RUSSIA.*

BY H. M. GORDIN,

Ann Arbor, Mich.

The Russian pharmacist, like his American colleague, works much more and gets much less for his work than most other professional people of the community. The inability sufficiently to appreciate the value of the services which the pharmacist renders to society seems to be common to all nations, and in this respect the pharmacists of all countries are placed on the same footing. But an American drug clerk has that advantage over his Russian confrère, that it is always possible, if he only has the ability, to work himself up to a higher position in life and become the owner of a pharmacy. True, such a pharmacy will often be not much more than a small insect powder shop, but it is at any rate a beginning, and many a small beginning can be brought to a fine success by energy, skill and economy. Unfortunately, there are no such chances for the Russian pharmacist. The Russian drug clerk that enters upon his toilsome career with empty pockets is doomed to remain clerking all his life long, as no amount of ability, perseverance and economy can enable him ever to accumulate sufficient means to buy an established pharmacy. As to starting a new one, that is almost impossible. The reason for such a state of things is that pharmacy, like most other professional occupations in Russia, is under the strict regulation of the Government. The number of pharmacies in the empire is limited by law. In the large cities there is allowed to be one phar-

macy for every 10,000 inhabitants; in the rural districts there is not allowed to be more than one pharmacy for a certain number of square miles. Thus in St. Petersburg, with about 1,000,000 inhabitants, there are less than a hundred drug stores, whereas in San Francisco for a population of less than 300,000 there are over 200 drug stores. As to the country, an American traveler who is used to meet the sign of a drug store in every little village, where streets, avenues and even most of the buildings exist as yet only in the imagination of the real estate agent, would be surprised to pass a dozen of Russian villages never missing the sign of a saloon, but hardly ever noticing that of a drug store. For this reason those that happen to own a pharmacy in Russia know very well that they have a gold mine in possession and are very seldom willing to sell out. If once in a while a druggist, après fortune faite, desires to retire, his business commands such a high price in the market that a poor drug clerk would have to work as long as Methusalem lived and spend as little as a Chinaman in order to save up half of it. Of course, there is plenty of room for new drug stores in the peasant districts of the vast Russian empire; but if country life is pretty dull in all countries, life among Russian peasants with their poverty and dense ignorance offers little attraction indeed for an educated pharmacist.

Prices Determined by the Government.

Another entirely un-American characteristic of Russian pharmacy is the fact that the prices of prescriptions are not left to be regulated by competition, but are strictly fixed by the Government. Every pharmacist conducting a drug store is obliged to provide himself with an official schedule, in which the prices of all pharmacopoeial drugs and a great many other things that are used in putting up prescriptions are laid down once for all. This official schedule consists of two parts: one is called *Taxa medicamentorum* and contains the prices of crude drugs and galenic preparations in quantities from one grain to a pound; the other is called *Taxa laborum* and contains additional charges for bottles, boxes, labels, sealing wax, strings, wrapping paper, etc., besides special charges for the various degrees of professional skill required for different prescriptions. Thus there is so much for making pills, so much for making an infusion or a decoction, a plaster, or a suppository, and so on. Upon receiving a prescription, the druggist is obliged to write down upon the original the price of every ingredient that goes into it and then add the additional charges taken from the *Taxa laborum*. Not only has a druggist no right to charge for a prescription more than the schedule allows him to, he even cannot charge less for it, unless he puts down on the prescription p. p., which means *pro paupero*. Under such particular care of a paternal government the owner of a Russian pharmacy can make much more than a good living by sticking to his professional calling without having to resort to side issues like cigars, toilet articles, etc. A Russian pharmacist would be really amazed if he knew that his brethren on this side of the ocean have to handle things that have not the remotest connection with pharmacy. It is needless to say that cutting of prices, that deplorable result of a competition à outrance, is entirely unknown in Russian pharmacy, as prescriptions must be

*Read before the students of the School of Pharmacy of the University of Michigan and printed in the "Pharmaceutical Review."

sold at the same price from Kamtchatka to the Baltic Sea, and as to articles which are sold over the counter, cheapness would be the worst recommendation for a drug store, unless it be combined with a very high reputation for the honesty of its owner. If one drug store does a larger business than another, it is either because it is much better located or because its manager has acquired a name in the community for particular skill and learning. Patent medicines, cure-all nostrums and other secret and mostly worthless remedies, for which the "shrewd" Americans are made to pay enormous sums annually upon false pretense, do not and could not exist in Russia, where secret things in general are not looked upon favorably by the Government, and where a Government official is allowed and even enjoined to poke his nose everywhere and into everything. Besides, newspaper reading being much less developed in the mass of people than in this country, all the smooth talk and the wonderful stories of the wonderful cures of the American patent medicine man would be in Russia like a voice in the wilderness. Except a few French and English preparations like Vin de Chapoteaut, Tamar Indien, etc., which are prescribed sometimes by physicians, no stock of safe or unsafe cures, golden or other discoveries, red or otherwise colored pills is known to the Russian pharmaceutical profession. For ordinary ailments, where the aid of a physician is not considered imperative, the public use simple remedies like black draught, volatile ointment, etc. A few other remedies are put up by every druggist, like corn salve, diarrhoea drops, and so on.

Inspection of Stores.

A very important feature of Russian pharmacy is the occasional inspection of drug stores by a commission appointed by the medical department. This commission generally consists of the director of the medical department, a chemist, also an official of this department, and some prominent druggist of the city. The commission often swoops down quite unexpectedly and with unnecessary bluntness, particularly if the proprietor is not a Russian, scrutinizes the purity of the chemicals, the cleanliness with which they are kept, and often even quizzes the junior clerks upon pharmaceutical matters. The chemist accompanying the commission carries with him a small outfit of reagents and utensils and also makes use of these reagents of which, indeed, every drug store is obliged to keep on hand a full list. The chemist takes the specific gravity of the more important tinctures, tests quinine and morphine salts for adulterants, estimates the strength of tincture of iodine, examines crude drugs for foreign substances, and drawers, bottles and other containers for general care and cleanliness with which things are kept. Of drugs that cannot be assayed quickly he takes along small quantities for subsequent examination. The proprietors of pharmacies generally try to keep on good terms with the lower officials of the medical department, who, for the sake of a small present, often inform the druggist beforehand of an intended inspection of his shop and so give him a chance to give his store a thorough scrubbing before the appearance of the inspectors. This institution of official inspection is certainly an excellent one for the community, and is worthy of introduction into this country where it would do more good than in Russia, where,

owing to the lack of integrity among officials, the commission often spend their time with the proprietor at a game of whist and tasting his champagne instead of testing his drugs.

Appearance of the Russian Drug Store.

The appearance of a pharmacy in Russia differs considerably from that of an American drug store. The Russian pharmacy is often situated not on the ground floor, but in the second story, and looks more like a physician's office connected with a pharmaceutical laboratory than a retail business shop. The windows are used for the simple purpose of admitting light, not for displaying gold fish, flower seeds, pictures of foolish, bald-headed men who could never be persuaded to try X's Hair Tonic and other pictures of very sensible people with forests of hair on their heads as a reward for having tried the same hair tonic. The pharmacy usually consists of several rooms. In the first room, which often resembles a physician's waiting room, the prescriptions are received and priced by the so-called "receptarius" and then carried to the next room containing a row of small tables or a long counter with several assistants ready to compound them. The assistant, after filling the prescription, delivers it to the receptarius without tying and sealing it. The receptarius then subjects the medicine to as much scrutiny as possible before tying, sealing and delivering it to the customer. In some stores there is a special taster or smeller whose not very enviable duty it is to taste, smell and otherwise examine every prescription before it leaves the pharmacy. The pleasure of tasting a couple dozen castorial emulsions every day must not be very great indeed. Prescriptions containing substances easily affected by light are always put up in amber colored bottles, and odoriferous or hygroscopic powders in wax paper. Remedies for external use have yellow labels, those for internal use white ones. If a physician wants his prescription to be put up quickly, he generally writes upon it the words, "cito, citissim" or "statim," and the assistant upon noticing these words on a prescription will drop everything else and attack this one. The original prescription is never returned to the customer, but he is always given a copy of it written on a long slip of paper called "signature" and containing also the name of the patient, the date and directions for use. A prescription is generally repeated, provided it contains no powerful or narcotic ingredients, in which case it cannot be repeated without the signature of the physician.

Stock Room.

Next to the prescription room there is usually the so-called material room (Materialzimmer), where the stock and larger containers are kept. Behind the material room there is the laboratory, which is fitted out with a boiler having several compartments for infusion vessels and a still for distilled and aromatic waters and is connected with a drying chamber; an oil press, a tincture press and a lot of other apparatus. All galenicals and pharmaceuticals that can be made on an ordinary scale, like solid and powdered extracts, salves, aromatic waters, etc., are manufactured in the drug store. The laboratory is under the care of a special pharmacist called "laborant," who has under his direction one or two common laborers (mujik) to do the hard work, like powdering drugs, working the press,

etc. The laboratory is generally connected with a cellar for salves, syrups, etc., and an attic for drying fresh roots and herbs. The drug store is in most cases connected with a dining room and several sleeping apartments, as the clerks are generally boarded and lodged by the proprietor. The store is opened at about 8.30 a. m. and closed at 10 p. m., but there is always an assistant sleeping in the store to answer night calls. When the night bell rings, one of the common laborers mentioned above, with whose sleeping place the bell is connected, goes down and lets in the customer and then wakes up the assistant.

Qualifications Required.

In order to enter the pharmaceutical profession as apprentice, the young aspirant must present a certificate of having satisfactorily passed an examination of the first four classes of the "classical gymnasium." The subjects of examination are: History, Geography, Russian language, French or German, Plane Geometry, Algebra up to quadratic equations and considerable Latin, but no Greek. The first year of apprenticeship the would-be pharmacist is pretty much knocked about, as he has to cut and paste labels, fill bottles and drawers and help everybody else in the store without having any well-defined sphere of occupation. He generally gets board and lodging and only a few "roubles" for pocket money. The second year his pay is increased and he is allowed to put up prescriptions under the strict supervision of an assistant. The third year the apprentice divides his time between work in the laboratory and putting up prescriptions. During the three years of apprenticeship the young man is supposed to manage to find leisure for studying the pharmacopoeia and its commentaries, botany and other sciences allied to pharmacy. Some really manage to do so, but the majority prefer to utilize the three years for learning only the practical part of putting up prescriptions and making pharmaceutical preparations and to sit down after the years of apprenticeship for a couple of months to hard cramming and fill themselves with pharmaceutical book wisdom. So filled, the aspirant for an assistant's diploma presents himself to the examination at the medical department of some university. The examination consists in the recognition of drugs, a knowledge of incompatibilities, posology, botany, a little chemistry and the art and science of putting up all kinds of prescriptions. Having obtained the assistant's diploma, the young man usually returns to the drug store for two or three years, after which he enters the university for a two years' course in pharmaceutical sciences, and then after passing an examination obtains his final diploma as "Provisor." Though there is a higher pharmaceutical degree of "Magister Pharmaciae," nobody strives to attain it, except those who intend to devote themselves to a purely scientific career. On the other hand, as a good, experienced assistant is often able to command as much salary as a provisor and even has a right to manage a drug store in certain parts of the empire, a good many pharmacists stop their pharmaceutical education with the obtaining of the assistant's diploma. Owing to the difficulty of establishing oneself independently in a large city and to the natural disinclination to remain clerking to the end of their days, a considerable number of Russian pharmacists establish themselves in some God-forsaken corner of the im-

mense empire, others seek salvation in rich marriages, and, again, others try to find refuge in foreign countries where there is more freedom to individual initiative. Most of those that come to this country, after having overcome the natural aversion for the unprofessional ways of American pharmacies, turn out very successful men; others who are not able to imbibe the spirit of the land give up the arena of a free fight for all and return to the domain of the Czar, completely disappointed.

New Form of Centrifuge.

A. Kossel, in studying the question of centrifugal work, has observed that the suspended particles in a shallow liquid



separate out much more rapidly than if the liquid is deep. Most of the receptacles in use in the centrifuges as now made are of small diameter and considerable depth, thus prolonging the time required for the settlement of the sediment.

Kossel proposes to facilitate the work by the use of receptacles which are laid tangentially, and not radially in the centrifuge, as shown in the accompanying figure. The construction of the centrifuge is easily comprehended from illustration.

A Study of Aloin.

The work of Tschirch and Pederson, in tracing the analogy of aloin to the oxy-methyl-anthraquinones, received confirmation in an investigation reported by O. A. Oesterle (Arch. der Pharm., 1899, 81; through Am. Jour. Phar.). He mixed an alcoholic solution of aloin (which had been freed from emodin by ether extraction) with concentrated aqueous hydrochloric acid and heated mixture from eighteen to twenty-four hours on a water bath in a flask with return condenser. After standing some weeks, a crystalline substance, giving that cherry coloration so characteristic of the natural oxymethyl anthraquinones, separated from this mixture.

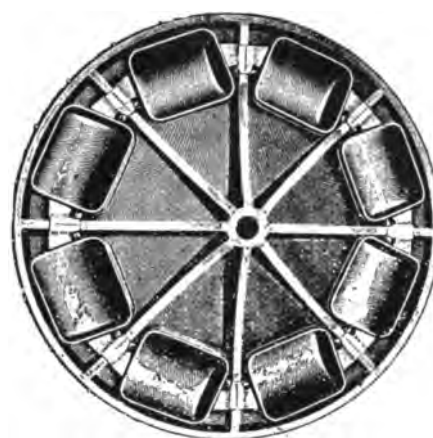
The crude product, purified by sublimation, or, better, by crystallization from toluol, after decolorizing with animal charcoal, melted at 232°–233° C., and correspond on analysis to the formula $C_{15}H_{10}O_8$.

An acetyl derivative was prepared by boiling an hour with acetic anhydride

and sodium acetate, and analysis of the purified product, which melted at 177°–178° C., indicated a di-acetyl body of formula $C_{15}H_{12}(C_2H_3O)_2O_8$. The three emodins from frangula, rhubarb and aloes, respectively, show the formula $C_{15}H_{10}O_8$, and of these, aloes-emodin melts most nearly the new product. To confirm identity, the writer prepared the acetyl derivative of aloes-emodin, and found it the same as that obtained above, hence he decides that hydrochloric acid converts aloin into aloes-emodin and not into rottlerin, as Rochleder thought.

Hydrolysis of aloin was next tried, but no sugar resulted, thus contradicting Kosman's statement that aloin was a glucoside.

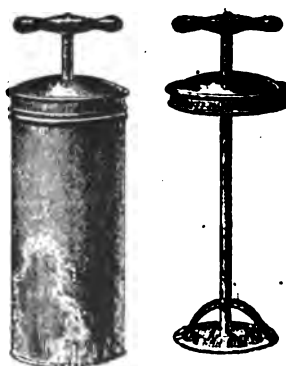
The oxidation products of aloin were next studied, and results obtained were



not in accordance with Tilden's investigations. The latter obtained, on oxidation with chromic acid mixture, a body melting at 260°–265° C., which he called aloxanthin, and which he supposed was tetraoxymethyl anthraquinone, $C_{15}H_{10}O_8$. Oesterle, by same method, obtained a product melting at 223°–224° C., the analysis of which approximated $C_{15}H_{10}O_8$. This body is called alochrysin.

An Emulsifier.

The accompanying illustration shows a form of emulsifier which is illustrated in a recent number of the Pharmaceutische Centralhalle (Oct. 5, 1899). The same es-



sential features are found in an apparatus made in this country under a patent of Silver & Co., which is quite popular in

the household as a means of beating eggs, etc. The container in the apparatus of Silver & Co. is made of glass, on which appear graduations, which while sufficiently accurate for domestic purposes, require verification before being used by pharmacists. According to the Pharmaceutische Centralhalle this apparatus is an excellent one for the preparation of cold cream. As will be seen in the illustration the essential feature is a double perforated dasher, in the centre of which is a tube closed at the lower end by a valve, but open at the top. In operation, this tube admits a quantity of air and forces the same into the liquid to be emulsified, a fact which is open to objection in some instances.

VIRGINIA BOARD OF PHARMACY.

Examination for Registered Pharmacists.

I.

(a). In the last U. S. P., what per cent of strength was fixed for the general formula for infusions, where the proportions are not specified? (b). How many are prepared by maceration? (c). How many by percolation? (d). State the change made in the strength of decoctions in the last U. S. P. (e). Why should they be prepared only when wanted for use?

II.

(a). What are corrigents? (b). What are nutrients? (c). What are detergents? (d). What are sudorifics? (e). What are calefacients?

III.

(a). What are oleates? (b). State how many are official, give their names. (c). In what way do they differ from the corresponding ointments? (d). Give the general formula adopted by the U. S. P. for preparing triturations. (e). How many triturations are official and give names.

IV.

(a). Define Pharmacognosy. (b). Name the ingredients in Compound Syrup Sarsaparilla. (c). Name the ingredients in Compound Syrup Squills. (d). What are the principal alkaloids from Nux Vomica? (e). How is the Tincture Nux Vomica prepared and what is the strength of it.

V.

(a). Krameria. Give common name. (b). State the number of its official preparations. (c). What care should be taken in the keeping of the tinctures? (d). What are troches? (e). What gum is best suited in most cases for their formation?

VI.

(a). State the number of official vinegars. (b). Name them. (c). What per cent of the drug do they represent? (d). What advantages does vinegar possess as a menstruum? (e). What are the medical properties of vinegar.

VII.

(a). State quantity of morphine in one fluid ounce of Tincture Opium. (b). State manner of preparation of Deodorized Tincture of Opium. (c). Why is this tincture preferred in many cases to the U. S. P. Tinct. Opium? (d). Why is Wine of Opium preferable in some cases to the Tincture of Opium? (e). What care should be taken in the preparation of Wine of Ergot?

VIII.

Dried Alum. (a). Give its official Latin name. (b). State process of preparing. (c). What care should be taken in its preparation? (d). Of what is the deposit in Tincture Rhubarb largely composed? (e). Describe the process for the manufacture of Spirits of Nitrous Ether.

IX.

(a). Give formula for Ammonia Liniment. (b). State the advantage of the addition of Alcohol. Lobelia. (c). What parts of the plant are used? (d). Name its official preparations. (e). State its medical properties.

X.

Yolk of Egg. (a). What is its official name? (b). Why was it made official? (c). In what

official preparation is it used? (d). Name a solid extract in which Acetic Acid is used in making. (e). State why it is added.

XI.

Give botanical origin, habitat and mode of collection of (a). Lupulin. (b). Lycopodium. (c). What is Salicin? (d). What is botanic origin and common name of Scoparius? (e). From what is Styrag prepared, and name an official preparation from same?

XII.

(a). What is Thymol? (b). Name a tincture which contains Acetic Acid. (c). Mention habit, uses and dose of Oleum Tiglii. (d). What per cent of mercury is used in making Ungt. Hydrag. Nitrat. (e). What official ointment is made from an alkaloid?

XIII.

Give percentage alcoholic strength of (a). Vinum Album. (b). Spt. Frumenti. (c). Brandy. (d). What per cent Acetic Acid in Acidum Aceticum Dilutum? (e). Botanical source, uses and dose of Cocaine.

XIV.

(a). How is Charta Potassii Nitrat. prepared? (b). Common name, properties and chief value of Eriodictyon Glutinosa? (c). What is dose and physiological action of Amyl Nitrite? (d). Medical properties and dose, of Gelsemium? (e). Give medical properties and dose of Spiritus Glonoini.

XV.

(a). Name three kinds of incompatibilities sometimes found in prescriptions. Classify the following incompatibilities: (b). Calomel, with Lime Water. (c). Tinct. Guaiacum, with Sweet Spts. Nitre. (d). Morphine, with Atropine. (e). In relation to usual dosage by the mouth, what general rule is followed in administering medicine by rectum and hypodermically.

XVI.

(a). How would you test for Arsenic? (b) How distinguish it from Antimony? (c). What is the best antidote for Arsenic? (d). Mention three official solutions of Arsenic. (e). What is the strength of each?

XVII.

Give a test for each of the following: (a). Potassium. (b). Sulphates. (c). Copper. (d). Lead. (e). Chlorides.

XVIII.

Chloroform. (a). How is it prepared. (b). How should it be preserved? (c). Mention its physical properties. (d). Mention its medicinal uses. (e). Mention its solvent powers.

XIX.

Give in detail an official Gravimetric Assay.

XX.

Theoretically, how much Potassium Carb. will be required to make 100 lb. av. of Potassium Sulphate? The atomic weights being:
Potassium, 40.
Carbon, 12.
Oxygen, 16.
Sulphur, 32.
Hydrogen, 1.

Examination for Assistant Registered Pharmacists.

I.

(a). What is volatilization? (b). What is spontaneous volatilization? (c). What is a simple solution? (d). What is a chemical solution? (e). What is a saturated solution?

II.

(a). To measure degrees of temperature in pharmaceutical operations, which thermometer is used? (b). By its scale, what is the freezing point? (c). Its boiling point? (d). In a cubic metre, how many cubic centimetres are there? (e). In a litre, how many cubic centimetres are there?

III.

(a). Give the official Latin name of Lead Water. (b). Donovan's solution. (c). Basham's Mixture. (c). Phenyl Salicylate. (d). Lugol's solution.

IV.

(a). What is the difference between cerate and ointment? (b). Give the formula for making Unguentum. (c). Name the processes which require the application of high heat. (d). Describe three of the processes. (e). State the purposes for using the water bath, sand bath, salt water bath, etc.

V.

(a). By what process is Creasote Water prepared? (b). State its strength. (c). Mention an official water made by each of the following processes: Agitation, gaseous solution, intervention.

(d). By what process is Peppermint water prepared? (e). State its strength.

VI.

Carbo. Animalis. (a). State how prepared. (b). Its uses. (c). Describe in detail the process of percolation. (d). State the differences between distillation, destructive distillation and fractional distillation. (e). Is Oleum Copaiba a volatile or fixed oil?

VII.

(a). State the object of the Iodide of Potassium and water in Iodine Ointment? (b). State difference between a precipitate and a sediment. (c). What is a precipitant? (d). The liquid which remains above the precipitate, what is it termed? (e). What is digestion?

VIII.

Give official Latin name for (a). Black Snake-root. (b). Wormseed. (c). Pipsissewa. (d). Wintergreen. (e). Elecampane.

IX.

(a). State process for making Lime Water. (b). How many and what official preparations contain it? (c). Name five of the principal solvents used in pharmacy. (d). State for what special purpose each is used. (e). Name a preparation which is a solution of a gas.

X.

(a). How many confections are recognized by the present U. S. P.? (b). Name them. (c). Of what do they consist? (d). Podophyllum. (d). Give its common name. (e). State what part of the plant is official and its uses.

XI.

Of the following name the part of plant that is official: (a). Caulophyllum. (b). Scilla. (c). Aspidosperma. (d). Grindelia. (e). Cubeba.

XII.

(a). Mention the ingredients used in preparing Paregoric. (b). Source of Pancreatin, medical value and dose. (c). Medicinal properties and dose of Cerium Oxalate. (d). What is Benzoinum and mention its botanic origin? (e). Describe Menthol, and from what source is it obtained?

XIII.

Give habitat and dose of (a). Sanguinaria. (b). Rhamnus Purshiana. (c). Manna. (d). Granatum. (e). Guarana.

XIV.

(a). How is Charcoal prepared? (b). Mention medicinal properties and dose of Charcoal. (c). Give botanical name and dose of American Hellebore. (d). Give dose for Tr. Aconite and antidote. (e). Give habitat of Cantharis and preparations from same.

XV.

(a). What is common name for Magnesia? (b). What is common name of Aqua Hydrogenii Dioxidi and what is its official strength? (c). How is Aqua Chloroform prepared? (d). Outline general treatment for poisoning with mineral acids? (e). What is Spirit of Ammonia, and what per cent of Ammonia does it contain.

XVI.

(a). What is matter? (b). In what three states does it exist? (c). What is an element? (d). What is chemical affinity? (e). What law governs the formation of definite compounds from the elements?

XVII.

(a). What is a chemical symbol? (b). A chemical formula. (c). A chemical equation. (d). Quantivalence? (e). Molecular weight?

XVIII.

Mention and describe (a). Two solid elements. (b). Two liquid elements. (c). Two gaseous elements. (d). Two alkalis. (e). Two acids.

XIX.

Write out the common names of the following: (a). Kno_3 . (b). H_2So_4 . (c). N. H. Co_3 . (d). K. I. (e). NH_4Cl .

XX.

Mention five official Salts of Potassium and describe the mode of preparation of each.

Practical Pharmacy.

The examination in practical pharmacy consists of the making of: 1. Six powders. 2. Six pills (comp. cathartic). 3. Two rectal and two vaginal suppositories. 4. Half pint tinct. gentian comp. 5. Plaster, 3x4. 6. Four ozs. 50 per cent emulsion cod liver oil. 7. One oz. ointment sulphur. 8. 4 ozs. emulsion chloroform. The identification of specimens and criticism of prescriptions.

A LEADER SPEAKS.

Course That Will Be Laid for the N. A. R. D.

WISDOM FROM THE LESSONS OF THE PAST.

Grand Results Achieved.

What shall be the future course of the N. A. R. D.? This question has been asked repeatedly since the adjournment of the meetings of the three associations. That the future looks bright and encouraging for all interested cannot be doubted even by those whose wishes would lead them to think otherwise. The active interest of the large proprietors, the necessary concern of the leading jobbers, and the conservative but determined stand taken by the retailers all tend to convince the most doubtful that an era of mutual and better understanding, an era of prosperity, an era of profit sharing are amongst the possibilities of the near future. Who would have thought a few years ago that any pleadings of the retailer, any statement of the disastrous conditions that he had been forced to meet would have ever been given any thought by the proprietor; that they would or could be given the earnest attention that they were given at the Niagara Falls meetings? Only a few years ago when the proprietors were willingly stocking the department stores with full lines of their products, little did they think that these same buyers would prove like the snake in the fable, that was warmed into life in the bosom of the husbandman only to be able to give him a deadly bite.

But these things have come to pass, and now self-interest, even self-preservation, prompts them to once again return to their friends, the class who gave their goods standing and reputation, the men who stood behind their counters for from 14 to 16 hours a day, continual and persistent endorsers of their products. Next to the family physician and the minister comes the retail druggist. In almost every instance a man of intellect and integrity, his word is taken to be as good as his bond. Whatever he tells his patron, if he be a regular patron, is a law unto that patron and his family. This is the valuable man who has been alienated by the proprietor. He sees this now, and I firmly believe that the great bulk of proprietors will now only be too glad to let the retailer lead them out of the darkness of adversity into the bright light of success and prosperity, which is sure to follow if they conclude to abandon the methods they have followed for several years past and limit supplies of their products to the legitimate distributors and the retail druggist. Unfortunately there are but few cities where a pharmacist could exist by conducting a strictly medicinal store. His proprietary and other side lines are a necessity, and although he feels that his interests have been sadly neglected by those who should have recognized them, still he is forgiving, and if the proprietor will give him only fair treatment it will be returned two fold by the retailer. This is and should be the programme of the N. A. R. D. Ask nothing but what is fair and just. This should and will no doubt be granted, but

when it is the bargain must be closed. No deception or trickery should be permitted to pass unnoticed. This thing of selling quantities to retailers who have on their letterheads "Wholesalers and Importers," etc., should not be countenanced or allowed. This has been a flimsy excuse that has come to the writer's notice on several occasions. Another threadbare excuse has been in the past a plea of ignorance as to who is the aggressive cutter—a "fake" pure and simple, as any one deprived of all their senses, sight or hearing, has only to land in the town where these people are located and ascertain conditions before his name is on the hotel register. In the near future the associations in all of the principal cities will have representatives that will be as sentinels in an army. They will communicate to the State or the National Association any "double dealing" by either proprietor, retailer or jobber, that all sections of this great land may be kept posted as to who can and who cannot be trusted.

A few days ago I received a communication that it might not be inappropriate to call attention to in this article. It appears that in organizing the "League of American Wheelmen" all manufacturers of bicycles were requested in all their catalogues and price-lists to urge all "bicyclists" to become members of their local organization. A similar suggestion was submitted to the local drug jobbers that with each issue of their "prices current" in the future would appear the earnest request for their patrons to organize or join some local association affiliated with the N. A. R. D. This would be an item of no additional expense to the jobber, and coming from him direct to his patron it would have great effect, besides it would keep the N. A. R. D. always in his mind. I believe it would be productive of great good if the jobbers would adopt it generally. When we consider that only one short year has passed since the Association was organized, when we consider how in this short space of time the plans have been perfected, how unanimous has been the support given us by the members of the N. W. D. A., how interested the leading proprietors seem to be as to the wishes and plans of our Association, does not the future looks bright and encouraging? We shall move along the same old conservative line, making no enemies. In case of difficulty we shall try diplomacy, and by offering everything that is fair and reasonable, but demanding the same for our own members, I see no possible reason why the then interested parties cannot become united for their mutual assistance and profit, and that, too, in the near future. I believe that this is and should be our plan for this coming year. When we consider the immense amount of capital employed by the proprietors in marketing their products, does it not look hopeful that we have had but one, only one, who would not recognize us and spurn our offers to adjust our misunderstanding? We believe that it is possible to continue this happy condition of affairs, and feel confident that the N. A. R. D. will do its utmost not only to retain the good will of all who are now its friends, and hope thus that our organization will get into a more healthy and genial atmosphere and be convinced that even a retail druggist has some rights that should be respected.

PHARMACIST.

You can save money by studying our market reports.

Queries and Answers.

We shall be glad, in this department, to respond to calls for information bearing on pharmacy or any of its allied topics, and cordially invite our friends to make use of this column.

The name and address of the inquirer must accompany the communication, not for publication, but to assure attention, as we make it a rule to pay no regard to anonymous correspondence.

Reaction Between Syr. Wild Cherry and Syr. Hypophos. Co.—B. S. writes: "In dispensing a prescription containing Syrup of Wild Cherry and Compound Syrup of Hypophosphites recently, I noticed an immediate change of color from the dark red of the wild cherry to an almost purple or black, which rendered the mixture unfit for use. I have taken great pains in the manufacture of both preparations, making the Syrup of Wild Cherry according to the U. S. Pharmacopoeia, and the Compound Syrup of Hypophosphites according to the National Formulary. I would appreciate it if you would give me some information regarding the cause."

The cause of the darkening complained of is probably the presence of a trace of free ferric salt. You should look to your compound syrup of hypophosphites for the source of the trouble.

A New Solution of Iodine.—Chas. A. Elsberg, M.D., proposes in the "Philadelphia Medical Journal," the use of the following solution of iodine in preference to the official tincture:

Iodine	20 Gm.
Alcohol	40 Gm.
Ether	40 Gm.

It will be observed that the above is a 20 per cent solution of iodine in equal parts of alcohol and ether. The point made for the use of this solution in preference to the official tincture is that it dries as rapidly as it is painted on the skin, and is of such a strength that but one coat, or two coats, need be applied. On account of the alcohol in the official tincture, the iodine is spread over a larger area of skin than necessary, and it is usually impossible to prevent drops of it from running down the part for some distance and staining it. Because of the rapid evaporation of the alcohol and ether mixture made by the formula here quoted, it has no tendency to spread.

Electro Silicon Polishing Powder.—

B. K.—This is a proprietary article, the formula of which is kept secret by the manufacturers, and we cannot inform you regarding it. The type of preparations of this class is to be found in mixtures of the diatomaceous earths, such as kieselgur and other natural white earths (not clays). These earths are of fossil nature and consist of the skeletons of the diatomaceae, or infusoriae, the lowest forms of algae. The earths occur in the form of fine, flour-like powders, consisting of about 97 per cent of silicic oxide. These earths are found in large deposits, apparently the dried remains of marshes, in various parts of Europe and America. When elutriated or sifted, these earths are admirably adapted for the manufacture of polishing powders. They are sometimes combined with precipitated chalk.

Flashlight Powder.—W. H. S.—Nearly all the published formulas for flashlight powder give potassium chlorate as one of the ingredients. A Belgian photographer experimented some time ago with the use of red or amorphous phosphorus as a substitute for the more explosive potassium chlorate, and he found the following to yield a satisfactory powder free from the danger attending the use of explosive mixtures containing $KClO_3$:

	Parts.
Metallic magnesium, in fine dust.....	5
Metallic aluminum, in fine dust.....	8
Red phosphorus	1

Incorporate the different ingredients intimately by rubbing them up together in a mortar.

The combination of magnesium and aluminum as given above is found to be better than the use of either metal alone. We give several examples below of the more popular flashlight powders:

	Parts.
Potassium permanganate	40
Magnesium, powdered	60

M.

	Parts.
Magnesium, powdered	3
Antimony sulphide	1
Potassium chlorate	6

M.

	Parts.
Aluminum, powdered	4
Potassium chlorate, powdered.....	10
Sugar, powdered	1

M.

	Parts.
Potassium chlorate	25
Potassium ferrocyanide.....	3
Powdered sugar	2
Powdered aluminum	10

M.

	Parts.
Potassium chlorate	25
Potassium nitrate	6
Antimony sulphide	4
Powdered aluminum	10

M.

	Parts.
Barium peroxide	1
Potassium chlorate	3
Magnesium powder	2

M.

Aluminum, powdered	1 oz. av.
Antimony sulphide	3 ozs. av.
Potassium chlorate	13 ozs. av.

M.

These powders are very explosive and should be cautiously prepared and only in small quantities, as wanted.

A correspondent of the AMERICAN DRUGGIST who has tried the various published formulas and rejected all as being either undesirable from the standpoint of pecuniary profit, slowness of action, or dangerous explosive properties, pins his faith to the following:

	Parts.
Magnesium	4
Potassium bichromate	3
Potassium permanganate	3

Pulverize separately and mix. This is ignited in the usual manner. It is very rapid and the use of a very rapid plate is recommended.

Solution of Oils and Menthol in Glycerin.—C. J. S. writes: "Will you please inform us through the AMERICAN DRUGGIST as to the best method of dispensing the following prescription to obtain a complete solution of the oils and menthol:

Ol. eucalypti,	
Ol. gaultheriae, aa.....	1.00
Menthol.....	0.25
Sodii bicarb.,	
Sodii boratis, aa.....	4.00
Glycerin.....	45.00
Aquae, q. s.....	120.00

It will be difficult to effect solution of the oils and menthol in the above formula without the intervention of alcohol. While the menthol could be dissolved in the glycerin with the aid of a gentle heat, the oils would not be taken up. Even with the use of alcohol, precipitation would occur upon the addition of the water, and it would be almost an impossibility to present this prescription as a clear solution.

What Causes the Effervescence?—C. J. S. asks: "What causes the effervescence when glycerin is added to a solution of sodium bicarbonate and sodium borate?"

This phenomenon has been the subject of investigation by more than one interested person. The reaction resulting in the liberation of carbon dioxide with effervescence takes place only when the three ingredients named are ordered in strong solution. The explanation is given in the decomposition of the sodium borate by the glycerin with the formation of free boric acid and the neutralization of the latter in turn by the sodium bicarbonate, which causes an evolution of carbon dioxide. In preparing mixtures of this kind it is recommended to hasten the reaction by using a part of the glycerin at first, which is heated with the borax and bicarbonate, and when the reaction has ceased the rest of the glycerin is added.

The Reaction Between Nitrous Ether and Acetanilid.—C. J. S. asks: "What reaction takes place between a solution of nitrous ether and acetanilid?"

According to Scoville, acetanilid slowly develops a yellow or red color with spirit of nitrous ether. This reaction is considered unobjectionable unless the mixture is allowed to stand too long (two weeks or more), when decomposition products result. Beyond their poisonous properties the character of these decomposition products is not known.

New York City Board Requirements.

—A. J. M. asks "if the New York City Board of Pharmacy recognizes the diploma of the Philadelphia College of Pharmacy; and is the diploma named recognized in Westchester County without examination?" Under the existing law any person having a diploma from a College of Pharmacy within the United States is entitled to registration on his diploma by the City Board of Pharmacy.

Westchester is not within the city limits, and is subject to the jurisdiction of the State Board of Pharmacy, which recognizes only such certificates as have been granted after examination by a board of pharmacy legally created under the laws of New York State. The holder of such certificate must have had four years' experience in the practice of pharmacy. The applicant must also furnish

proof that he is a resident of the city, county or district for which the board is created, and that he has not applied for a license to or been examined by any other board of pharmacy of the State and had been refused a license within six months immediately preceding his application, before a license can be granted to him by the State Board.

The personnel of the New York City Board of Pharmacy is made up of two retail druggists actively engaged in the business, two professors and a gentleman who is not any longer engaged in the drug business. The board consists of Clarence O. Bigelow, president, retail druggist, 102 Sixth avenue, New York; Sidney Faber, secretary, retail druggist, 1102 Second avenue, New York; William Muir, Brooklyn; Prof. A. H. Brundage, Brooklyn; Prof. Geo. C. Diekman, New York.

States that Have Pharmacy Laws.

F. R. D.—We published a comprehensive summary of the States and Territories having pharmacy laws in our issue of August 10, on page 74, to which you are referred. Prof. Oscar Oldberg, of the School of Pharmacy of Northwestern University, Chicago, Ill., has recently issued a pamphlet of information to prospective students and apprentices, which will be found useful in this connection. The pamphlet gives the requirements of the pharmacy laws of the State of Illinois, somewhat in detail, and a summary of the requirements of pharmacy laws in other States. A copy could doubtless be had from him on request.

Explosion of Sulphuric Acid Vapor.

—C. S.—The particulars you give regarding the nature of the vapor which exploded when a heated iron was brought in contact with it are too indefinite to permit of a satisfactory reply. We have an impression that free hydrogen was formed, and, if so, the explosion was a natural one under the circumstances. If after dissolving the potassium cyanide in the diluted sulphuric acid you allow the solution to cool properly no explosive reaction should take place.

To Kill the Odor of Kerosene.

—A. W.—There is no simple method of destroying the objectionable odor of kerosene. The smell may be covered by the addition of 1 per cent of amylacetate, or disguised by the addition of a small percentage of oil of cassia. The last-named oil is used in the preparation of a kerosene compound which is widely advertised as a mosquito exterminator. But the mere addition of an odorous substance is never satisfactory. The best method is to attack the smell in a chemical way. The following treatment has been recommended as providing a means of rendering the oil both colorless and odorless: To a mixture of one-fourth litre of sulphuric acid and one and three-fourths litres of water are added, after cooling, thirty Gm. of potassium permanganate, followed by mixing with four and five-tenths litres of kerosene, the whole to stand for twenty-four hours with occasional shaking. After this period, the kerosene is drawn off and agitated for several hours with a solution of seven and five-tenths Gm. of potassium permanganate and fifteen Gm. of sodium carbonate in one litre of water. The mixture is then allowed to stand for some time, when the kerosene is drawn off in an odorless and colorless condition.

Copying Paper.—M. M.—Lampblack is the basis of most of these papers. The

blue paper has a basis of Prussian blue. Make a paste with lampblack, for black, or powdered Prussian blue, for blue, and equal parts of castor oil and lard. Rub this well into soft, unglazed paper for a few seconds, leaving a layer of paste upon the paper; set aside for a day and then rub off the superfluous paste.

California Syrup of Figs.—W. & B. write: "Please quote a formula for California Syrup of Figs, as near the original as you can. Our Mr. — has one taken from the 'Western Druggist,' but he is not quite satisfied with it. Many of the patrons of the California Syrup of Figs claim for it a peculiar action, in that it acts like calomel, coloring the discharges black, and it also gripes. We give you a copy of Mr. —'s formula as it may help you to frame a better one.' The formula:

"SYRUP OF FIGS.

Senna leaves	2 1/2 ozs.
Buckthorn bark	128 gra.
Jalap	384 gra.
Rhubarb	256 gra.
Cinnamon	30 gra.
Cloves	30 gra.
Nutmeg	15 gra.
Oil peppermint	20 mms.
Sugar	12 ozs.
Diluted alcohol, enough to make	18 ozs."

We are sorry we cannot oblige our correspondent with the formula of California Fig Syrup, as the formula of that article happens to be the private property of the California Fig Syrup Co. This company has spent a great deal of money in bringing the merits of their preparation to the attention of the public; they attach a certain value to the formula of the preparation, and are not to be blamed if they refuse to make it public.

We may remark that it is just such practices as contemplated by W. & B., the direct imitation of remedies in which the manufacturers have a proprietary right, and substitution of inferior products, that have operated to cast discredit upon the great bulk of the trade. It would appear that no sooner does a trademarked or proprietary preparation become popular and sell readily than a host of imitations spring up, which are usually disappointing to seller and consumer alike.

Book on the Horse.—W. G. wishes to know what is the best book on the horse for the use of a layman. We would suggest that our correspondent procure a copy of "The Diseases of the Horse," published by the U. S. Department of Agriculture. It can probably be obtained by addressing the Division of Publication, Department of Agriculture, Washington, D. C.

The prompt publication of association proceedings is a source of great satisfaction to the members of the various associations. A number of official publications of this character have been received during the past month. Among the first to come to hand was that of Virginia, giving the proceedings of the eighteenth annual meeting held at Natural Bridge, Va., on July 18-20.

The proceedings of the Tennessee State Druggists' Association at the meeting held at Jackson, July 19 and 20, are issued in a neat booklet. The volume contains reprints of the papers read at the meeting and the annual report of the Tennessee Board of Pharmacy. R. W. Vickers, Murfreesboro, who has been the capable secretary of the Association since 1892, still holds the office.

Advertising Ideas.

Under this heading we shall conduct a practical discussion of store methods and advertising for retail druggists. The Department Editor will be pleased to criticise advertisements, suggest improvements and answer all questions coming within the scope of this department, provided they are accompanied by the name and address of the writer.

ULYSSES G. MANNING,

DEPARTMENT EDITOR.

HOLIDAY ADVERTISING.

IF you fail to dispose of your holiday goods this year the failure is apt to be due to one or both of two reasons. You will not advertise enough or will not begin early enough. This is going to be a good year for holiday trade, and you can make sure of your share by doing the right thing at the right time. Commence by the last week of this month and hit them hard first and last. Use as much space as the size of your stock will justify. There is no risk in this. Holiday advertising yields better returns than work done at any other season. This is because people read ads more carefully at this time. They need the information that advertising gives them. They want to know what to buy and where to buy it. Take enough space to do your stock justice if it requires a whole page. You have got to sell your goods now or carry them over.

The way to do good holiday advertising is to tell people all about your stock. Tell them just what you have, and in many instances the price is also essential. If you have but a limited stock limited space will do, but be sure your stock has adequate presentation.

It does not require much skill to prepare good holiday ads. Lists of goods supplemented by necessary descriptions are the essential things. A brief introduction is desirable if you have anything to say, and you probably have. You can urge people to do their buying early. You can urge them to come and "look around." You can call special attention to new lines or specially desirable features of your stock. You can make suggestions as to the suitability of certain gifts for certain persons. You can offer to pack and ship gifts to distant friends, to lay aside goods on which part payment is made, to deliver goods in town, etc. Follow your introduction with lists of goods and prices. It is not necessary to catalogue your entire holiday line in each ad, but it is best to do this unless you expect to make frequent changes. Frequent changes should be made. Let them

know you are alive and have goods worth buying. If your holiday line is large it will be well to classify your goods as a help to buyers. Make out a list for young people, for old people, for father, for mother, for men, for women, etc.; a score of these combinations can be made. It is often well to group goods according to cost. Presents at 25 cents, at 50 cents, at \$1, etc. The more you try to help buyers the more they will help you. If you have anything new this year make a lot of fuss about it. People want new things, and novelties help to get them into the store; once there they are apt to buy not only the new article but others as well.

If you intend to do circular advertising follow the same general plan as for newspaper work. Get out your circular early and make two distributions, one as early as December 1 and the other about a week before Christmas. Any method of distribution that puts your printed matter in the hands of those you want to reach will do.

If you have any faith whatever in advertising splurge a little in this season's holiday advertising. You will come out of the campaign with your faith largely increased.

Prize Advertisement.

The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize this time is awarded to Mr. H. R. Baumann, Washington, Mo.

Honorable Mention.

W. O. Frailey, Lancaster, Pa.

Home-Made and Good.

Mr. H. R. Baumann, Washington, Mo., submits a booklet which he both wrote and printed, and it is easily the best piece of advertising matter sent in for this issue. It is a very satisfactory piece of work in every respect. I see little chance for improvement in any essential particular. It is about the neatest home-print

job that has been submitted to the department. It consists of eight pages and cover, a tinted hand-made paper being used for the inside pages, with an olive green cover of the same material. The ink is dark green with olive green headings. The reading matter is reproduced and can be recommended as an example of straightforward advertising of the effective sort. There is just about enough matter in the book, and the treatment of the subject is excellent in every way. Readers of this department who have specialties they are trying to push will find in this booklet a good example of a kind of advertising that will help sell their preparations.

Lost in Transit.

Mr. R. B. Taylor, Grenfell, N. W. T., asks that a holiday circular printed by himself last holiday season be entered in the prize competition. This circular has failed to reach me. A fair catalogue containing one of his ads has arrived safely. I suggest that whenever possible all advertising matter intended for this department be enclosed with the letter in a stout envelope. It will be well to do this even when newspapers are sent, for papers very frequently go astray. The fair catalogue ad sent by Mr. Taylor is well written, but the display is poor. Too many sizes and kinds of type are used, and the result is confusing. The page is divided into six sections and each section contains several displayed lines. One prominent line in each section would have caught the attention better. The lower right hand section would better have been left out. There is about that much too much matter, and the list of miscellaneous goods adds nothing to the ad.

Effective Folders.

Mr. W. O. Frailey, Lancaster, Pa., sends a folder similar to others submitted in the past. This one is entitled "Hints for Fall," and contains about a dozen well written ads on seasonable goods. I judge that these folders are issued regularly, and am sure that they must produce results. They give people interesting information, adequate descriptions of the goods advertised, and tell what they cost.

There is a good deal of matter in these folders; perhaps not too much, as the various items are divided by white space and have bold descriptive headings which enable the reader to single out at a glance those portions that are of personal interest.

More advertisers ought to use folders instead of single sheet circulars. They cost no more to print and they always look more inviting and readable.

Humor in Advertising.

Mr. F. J. Redman, La Monte, Mo., offers an example of one of the "different" methods of achieving publicity. This ad, which is reproduced in condensed form, originally occupied a half column and was supplemented by a silhouette cut. I believe about advertising as the Colonel did about whisky—that all kinds are good but some kinds are a great deal better than others. Humorous advertising is all right when it sells goods, which is apt to be seldom. I believe that individuality counts in advertising as it does every-

where else, and if an advertiser is so constructed that he has to be funny there is no use in trying to repress it. But even the funny man has to sober down to a degree when it comes to selling goods. His advertising will not be effective unless he puts into it some of the elements common to all good advertising—description and argument. The purpose of advertising is not to amuse people but to sell them goods. Little is accomplished by securing readers for one's ad unless the readers are influenced to buy. That is where this advertiser fails. The slight reference to lotion at the end is totally inadequate. This style of advertising is similar in some respects to that of the Nebraska Clothing Co., of Kansas City, and I can best illustrate my point by reproducing one of their ads. The Nebraska ads are good because the writer's humor seems spontaneous, and he always makes a point of some sort which leads naturally into the business portion of the ad. It is the facts and figures that do the business, and they are never missing. If all these advertisers who are using unusual methods to attract attention would only remember that no ad is an ad unless it contains some trace of information or argument they could use humor or rhyme or Choctaw and still arrive.

Did It Ever Occur to You

That there are a good many different sorts of snaps in the world? Well, there are a good many men looking for snaps who could get one if they'd look in the right place.

First, there's the ginger snap. That was a good snap until some bright man saw a better snap and called it a ginger wayfur—a good wayfur him to get a snap.

Then there's the mud turtle snap at the busy end of a turtle. All a turtle has to do in life is to reach out, grab something, crawl back in his shell and not have to shell out.

There is the carnival snap, which a man spends time and money to get and then when he gets it he wishes he had more time and money. Then, well, there's an old hoodoo or voodoo politician over here in Sedalia that can work a snap to a frazzle. He has a good many colored people for customers and he occasionally gives them advice that leads to their success in some enterprise. He wanted to build a house and he wanted to get a cellar dug. He got the cellar free. He told Si Perkins that he had a dream, and dreamed that there was some of Thompson's bank pull money hid in a certain lot not far from a white stake that was driven up in the ground. He also dreamed that there were treasures there when Nate Skepens came to find out "how things was" and that somebody would dig up the dirt and he must cart it down by Flat Creek and sift it, and he would find the treasure. Si got help, of course, and found the stake and began to dig; Nate found them digging and carted the dirt away and—well, the voodoo politician has a nice, new cellar, "dug while he waited." If you really want a good snap, come in and get some of our

Lotust Toilet Lotion.

If you'll help us, you'll get good pay, and that's no dream. Respectfully,

**REDMAN'S
DRUG STORE.**

He Was a Goat!

Just a common, everyday goat, with horns and a set of Zuzu whiskers. He was hungry. He couldn't find a thing to eat. He had wandered down one alley and up another, and all alleys were alike samee empty and clean, for the health department had been around. There wasn't a scrap of meat, or any old tin can, and the bills were glued to the billboards so tight that they couldn't be moved. The more he tried to find a lunch the hungrier he grew, and his stomach took the cake—stomach-ache. All at once his eye caught sight of something fluttering in the street. He ran to it, and, without hesitation, he swallowed it. They found him in the gray dawn, dead. After turning him over

a piece of paper was found sticking in his throat, and when they pulled it out they found a newspaper. He had swallowed it, all but one part, and that was an ad of a store that was selling something worth \$20 for \$2.97. Even a goat couldn't swallow that. People to-day are like goats in that respect. They realize that some stores, with better facilities for buying and less greed in selling, can undersell others, but nobody reads or believes in exaggerated ads. Nebraska—well, we usually come pretty close to the truth about goods and prices, and you can swallow a Nebraska ad and not have to take anything to wash it down. When we tell you to come here expecting to find a full silk lined tan herringbone covert cloth top coat for \$3.50; a good all-wool fancy cassimere one with satin pipings for \$6.75; a golf cape for a good looking woman for \$3.90, or a boucle wrap for \$1.90, or a tailor made dress for \$19.50 that's as good as anybody's \$25 suit, you believe it, for we back it up with the goods and prices. To-day's a good day to find out about these things, now that the goat is dead.

Prize Advertisement.

The typography of the first three pages only is reproduced here, the remaining matter being displayed on page 8.

1



The ** ** Hair.



2

Fair tresses man's imperial race
ensnare,

And beauty draws us with a
single hair.

Pope.

The Hair,

when in a healthy condition, is soft, glossy and silky with a continuous growth. If, however, it is brittle, dry and harsh, with stunted growth, it is an indication that the scalp is dormant and does not furnish the hair bulbs with sufficient nourishment to produce healthy hair. If it is in this state BAUMANN'S HAIR TONIC should be used; it will cure the trouble by invigorating the scalp and stimulating the hair bulbs, thus securing the growth of soft, beautiful hair.

4

DANDRUFF

when it appears in moderate quantities may signify nothing; but if there is an excess of it, if the head is covered with the small white scales, it is evidence of a disease of the scalp. This disease should be arrested and the dandruff removed, for, if neglected, the hair will soon begin to fall out. The proper remedy to apply is one which will free the head from dandruff and put the scalp in a healthy condition. Baumann's Hair Tonic is effectual in doing this.

5

LOSS OF HAIR.

The falling out of the hair is the source of much anxiety, especially to ladies, and the nostrums used as cures are very numerous, the most of them hastening rather than retarding its falling out. The loss of hair may be the result of some disease, or it may be brought about by dandruff, negligence in keeping the scalp clean, or by the use of greasy and ranoid oils and pomades. Unless the falling of the hair is checked baldness will surely follow. Baumann's Hair Tonic prevents this.

6

BALDNESS.

When partial or complete baldness exists, Baumann's Hair Tonic deserves a trial. Of course, it is self-evident, if the hair roots are completely destroyed, it is beyond all hope to find a remedy. But it frequently occurs that the roots of the hair are not dead, that they merely lack the strength to send forth new hair. Where this is the case Baumann's Hair Tonic will invigorate and strengthen the roots, enabling them to again produce abundance of healthy hair.

7

BAUMANN'S HAIR TONIC

is an elegant and nicely perfumed preparation. It is not greasy or sticky. It contains no sugar of lead, nitrate of silver or other poisonous chemicals. The ingredients used in making this preparation have been proven by years of experience to be the most reliable for the purpose. It removes and prevents dandruff, relieves irritation of the scalp, stops the hair from falling out and promotes its growth. It makes harsh and brittle hair soft and glossy. It is sold at 50 cents a bottle.

8

OUR GUARANTEE.

We believe Baumann's Hair Tonic will do all we claim for it. We have such faith in it that we back it with our guarantee. If, after giving it a fair trial, you are not satisfied with it, return the bottle and we will cheerfully refund the purchase price. You take no risk in buying our Hair Tonic.

Respectfully,
H. R. BAUMANN, Druggist,
Washington, Mo.
Phone 22.

201 Elm St.

PROPRIETARY AFFAIRS.

NEWS AND COMMENT.

An Extra Five Per Cent.

A manufacturer went to a certain town which shall be nameless and made large contracts with all of the daily papers. With these contracts in hand he had his agents call upon the retail drug trade to solicit orders. Then, with the orders and the advertising contracts in hand, he personally called upon the jobbers and invited them to stock the goods. The first question asked him was as to the discount, and upon his replying that the discount would be as usual 10 per cent, he was told that without an additional 5 per cent the goods would not be stocked. In vain did he exhibit the large advertising contracts and the considerable orders from retail accounts, the reply was the same. "We will not stock the goods without an additional 5 per cent." He then visited each of the newspapers with which he had placed business, and induced a leading man from each to accompany him. With this reinforcement he again visited all of the jobbing houses, but with no better results. And above and beyond declining to fill the orders the jobbers told the newspaper men that they must protest against the publication of advertisements from a concern manifestly unfriendly to the interests of the drug trade; that it was not going to pay them to do so, and other similarly significant utterances of the kind. The manufacturer then withdrew for a private consultation with the newspaper men. To his astonishment he found they were unanimous in the opinion that they dare not publish the advertisement—that they dare not violate the expressed wish of the strong coalition of the drug trade. He took the whole question back to his hotel for quiet meditation. To an AMERICAN DRUGGIST reporter he said: "If my company had possessed a well-established business with plenty of money to back me in such a fight as this I should have gone ahead and defied the jobbers. But not being in that position I did the next best thing. I capitulated. I went back to the jobbers and told them they could have the ten and five." After that there was no further question. The jobbers handled the goods and orders came in in satisfactory amount. "I want to say one thing about this matter, however," he continued. "There is now no section of the country worked by us where the retail price of our goods is cut so low as in that town." "What is the inference?" the reporter asked. "The inference is obvious. The jobbers have given away some, if not all, of their extra discount, and I am wondering now what they wanted it for."

The explanation of all this might, of course, be that the manufacturer had constructed the curious tale out of his inner consciousness. But his entire seriousness and evident feeling would dispel such a theory. And it does not need much experience of the jobbing trade to see that the tale is not so improbable as it appears at first sight. The jobbers of the town in question have not a prescriptive right to the trade of that town. There are other contiguous jobbers who are bidding very earnestly for it. Now, it is quite reasonable to suppose that the local jobbers saw that they could fore-



THOMAS DOLIBER, Boston, Mass.

President and Treasurer of the Mellin's Food Company of North America; former President of the Proprietary Association of America.

Mellin's Food is now well and favorably known throughout the world. The most important factor in the success which has attended the sale of this valuable food for infants and invalids, and in making its name a household word throughout the length and breadth of our country, has been the sagacity of Thomas Doliber, who first learned of the production of Mellin's Food in 1874.

Mr. Doliber was born in Marblehead, Mass., and when 15 years old entered the service of a local druggist, under whom he acquired a liking for the drug business, and for chemistry. He soon stepped beyond the limits of his native town, and in a few years became a partner in the firm of Theodore Metcalf & Co., of Boston, where his ability and energy had a greater opportunity for action.

In 1874, several years after he became a member of the firm, a lady happened to step into Metcalf's store and inquired for Mellin's Food, which was then unknown in this country. The only way to obtain it promptly was to cable for it to London, and with this first cable order began the Mellin's Food business in North America, which has now assumed such proportions as to place it among the great proprietary interests of the country.

In 1881 the Mellin's Food business of Theodore Metcalf & Co. had grown to such an extent that Mr. Doliber formed a partnership and devoted his entire attention to pushing that business, under the firm name of Doliber, Goodale & Co.

The pathway of success has not always been an easy one, but Mr. Doliber has overcome obstacles as they appeared, and the production of Mellin's Food now amounts to millions of bottles a year, whereas in 1874 the product was only a few dozen a week.

Mr. Doliber has found time, in spite of the engrossing cares of business, to take active interest in various organizations: In the Massachusetts College of Pharmacy, in the Boston Druggists' Association, which he represents in the Boston Associated Boards of Trade; he has served on the Committee on Revision of the United States Pharmacopoeia, and during the years from 1896 to 1898 he was president of the Proprietary Association of America, during which period the name of the Association was changed, the by-laws thoroughly revised and through the increased interest awakened in the organization the Association put in a better position to grasp the trade questions which present themselves.

stall the competition of their contiguous brethren by voluntarily giving up the extra discount to the retail trade and so happily create the impression that the home market was the best one to buy in. Manufacturers the country over have always said that there could be no earthly good in giving the jobbers an extra discount, because invariably the discount found its way into the pockets of the cutters. Even the ordinary 10 per cent is too much margin for a class of men who must turn their capital quickly. Whatever may come of the new lease of life given the rebate plan by the recent action at Niagara Falls, it is well known that in the past the 10 per cent which it secured to the jobber did not commonly greatly benefit him. One of the biggest cutters in the country recently said to an AMERICAN DRUGGIST reporter that when he bought goods, usually in amounts of one to five hundred dollars, he furnished a copy of his specifications to every jobber within reach, and the jobber who made the lowest bid on the whole got the order. The rebated goods would then appear in the invoice at regular rebate prices; but quinine, for instance, would be billed at two cents an ounce, and so forth through the list. This would fully explain how it has been that the cutters could afford to sell rebated goods at lower figures than the smaller druggist could dream of naming.

Why the Cutter Gets the Advantage.

The big cutter in Boston is said to buy annually nearly half a million dollars' worth of goods, and of course he discounts all his bills. It should not be a matter of great wonder, therefore, if jobbers desire his trade and are willing to bid low to get it. To show the magnitude of his operations it is only necessary to say that he is said to buy Dalmatian insect powder, for instance, in lots of five to ten tons. What earthly chance would there be of an extra discount being retained in the face of such reduction as this man's trade represents? And as it is in Boston so it is in every great trade centre in the country, though with the exception of Philadelphia probably in less degree. The extra discount demanded in some quarters is not for a moment considered by manufacturers. And this not alone for questions of policy, but because there is not profit enough in the manufacturing business to allow of it. It is admitted on all hands that the standard 10 per cent discount has been for years sacrificed to such buyers as the above. Whether Messrs. Faxon and Holliday can in any measure control and correct this abuse remains to be seen. It seems a little doubtful on the face of it that they can prevent jobbers from beating the devil about the stump where they are so minded. If they choose to sell quinine at two cents an ounce surely that is their own affair. It may prove to be within the jurisdiction of the Proprietary Committee, however, to treat just such cases as this.

Cutters as Substitutors.

It is current gossip in Boston that about two-thirds of this cutter's sales are substitutes. In other words, the manufacturers of standard and proprietary medicines are providing him with an outlet for over \$300,000 worth of his own

goods annually. For this enormous sale he is not called upon to expend a penny in creating a popular demand. He simply diverts a popular demand for something else to his own ends. No matter whether the advertised article be a big seller or a small seller, he has his substitute ready for it. His clerks have been known on occasion to vehemently decry the virtues of the advertised article in order to make a sale of the substitute. But ordinarily they avoid this. It is only necessary for them to point to the fact that an immense amount of money has to be spent in advertising the standard article, and that it naturally follows that the cost of the advertising has to be taken out of the product. On the other hand, the substitute is not advertised, and consequently its real value is represented in the selling price. This selling price being greatly less than that of the standard, the argument is usually a convincing one. Of course there is a popular revolt from this practice. People do not really like it, and after a time there is a reaction. The retail druggist who is clever enough to perceive this popular revolt at once adopts a contrary principle. He hands out without a word of discussion the article which his customer asks for, and so confirms to himself the good will and confidence of his trade.

To Stop Substitution.

By such a practice, eminently honorable in itself, he not only helps his own business but obtains the good will and friendship of the manufacturer. As has been pointed out before in these columns, the way to obtain a favor from the manufacturers is to render them a service in turn. There must be a quid pro quo. Once show the manufacturers that the great body of decent druggists in the country are setting their faces against the sneaking, dishonest practice of substitution, and all they ask and more too will be secured to them. The immense capital and great business ability of the manufacturing interest is competent to secure any end desired. The end that they desire to secure for themselves is the stopping of substitution. What they are willing to give in return is a living margin of profit on the sale of their goods. The sooner that retailers realize that their interests are identical with the interests of the manufacturer the sooner will the disabilities of both be abridged. For the ultimate working out of the problem the retailers have a natural ally in the doings of such men as the above mentioned Boston cutter. Manufacturers are not blind to the fact that this man is appropriating to himself over \$300,000 worth of business which rightfully belongs to them every year. When the aggregate of such sales the country over is considered the terrible wrong perpetrated by the big cutters and the department stores is perceived.

Testimony of a Manufacturer.

A manufacturer recently said to an AMERICAN DRUGGIST reporter that for every twelve bottles of his product which his advertising made a market for the substitutor filched from him between nine and eleven. This man has been in business for half a century, and is a close observer of how matters have been shap-

ing themselves in the last ten years or so. The more or less overt counsellings of some of the pharmaceutical press, and the active propagandist work of a few who foster the "non-secret" idea has been in a measure responsible for this. But the manufacturer himself has in some cases been somewhat to blame, for he has sold his goods on a sliding scale of prices according to quantity, and has openly bid for the business of the big cutters and department stores. With one exception there is probably not a prominent manufacturer who has not admitted the bad effects of this and signified his willingness to abandon it. Druggists cannot do better than to conform to the will of the N. A. R. D. It has been said in the past that the retail drug trade was incapable of anything like national organization. The formation of the N. A. R. D. is an answer to this aspersion. In the history of the drug trade there never has been so strongly united and wisely conducted a body as this. It is now understood in every part of the country that the N. A. R. D. has not pledged itself to any specific plan. It presents a solid front for the rights of the retail trade, and will shape its demands and carry on its work as the exigencies of the moment require.

Plans Many and Various.

Plans are many and various, and about every second man one meets has a "sure cure" for the cut rate evil. This department has even ventured to suggest a plan on its own account which has since been adopted on a tentative basis by one manufacturer. But we bow to the better judgment of the N. A. R. D. We admit that it is wisest to pledge the trade to no particular platform. There is involved in the question of cut prices too much that is abstruse and unfathomable for any finite mind to see the end of it. It is a question which the present age has to grapple with, and if possible solve. It applies to the drug trade as it applies to no other trade. Fabrics have in this country been sold at lower and ever lower figures, and no tariff or other legislation has had more than a temporary effect of restraint. But the mill owner does not make a market for his goods; he sells them as merchandise to merchants who perform that function for him. With the proprietary medicine business the very reverse of this is the case. It is the manufacturer who makes a market for his wares, and they are not handled by merchants at all in the best sense of the word. The name of the maker of a fabric is not known to the ultimate purchaser of it once in ten thousand times. The maker of a proprietary medicine is always known to the ultimate purchaser. His appeal is directly to the purchaser. He instructs the purchaser to go to the drug store and buy the remedy. They are really his goods from the time they leave his hands until they reach those of the ultimate purchaser. The wholesale and retail drug trade are merely two agents he employs to distribute. Consequently he is entitled to say what the wholesale and retail price shall be. If he find, as he has found, that selling his goods at cut prices affects his business unfavorably it is right to protest. This somewhat advanced view of the question is probably what the courts of the United States will ultimately come to accept. It may be that legislation of the kind will be employed

wholly or in part to cure the cut rate evil, or it may be that brute force will answer the purpose just as well. Time will show. And in the mean time it is well that the N. A. R. D. is tying to nothing but its own solid phalanx and crossing no rivers until it comes to them.



The warning cannot be repeated too often, however, that the N. A. R. D. should allow nothing to stand between it and the frankly evinced friendship of the manufacturers. Almost to a man the manufacturers have expressed their entire willingness to conform to the requirements of the Retail Association, trusting apparently to the good sense and fairness of the retail trade for the correction of the evil of substitution. They are very frankly and fearlessly putting themselves into the hands of the retailers. It will be sound policy, as well as being eminently honorable, to protect the manufacturers' interests at every point. Should any of the jobbers attempt to use the strength of the position which the Designated List will give them for the purpose of extorting an extra 5 per cent discount from the manufacturers the N. A. R. D. should block the attempt. The best class of jobbers will uphold them in this, as witness Mr. Noyes' remarks at Niagara Falls. Let there be, as we said before, a quid pro quo—a service for a service. And any man who suggests a contrary course should be told to go about his business. Nobody is ass enough to think that a close-knit brotherhood between manufacturers and retailers is going to bring about a commercial millennium for the whole drug business. But anyone with capacity enough to see through a ladder can see that conflict and divergence between these two bodies of the trade will surely bring about a commercial gehenna. For more years than one has fingers to count the three parts of the drug trade have been hauling and pulling against each other, with mutual dislikes and suspicion growing and deepening every day. Now at last the retail trade has a national organization, and the manufacturing trade is welcoming it with open arms. Let the Association be as wise, cautious, tenacious and courageous in the future as it has been in the past and we shall see a better state of things in the drug business than was ever before known. Mr. Daniel Myers said at the Niagara Falls meeting that there were some tricky manufacturers and some tricky jobbers. Mr. Sharpe showed that there were unfortunately some tricky retail druggists as well. These weaker brethren must be dealt with by the N. A. R. D. kindly but firmly and if they will not conform to good behavior they must take the consequences of their own folly.



Of Drug Adulteration.

John F. Queeny, of St. Louis, whose minority report upon drug adulteration, presented at the Niagara Falls meeting of the N. W. D. A., was commented on in our last issue, writes as follows: "It was with much pleasure that I read the criticisms, in your issue of the 25th, on the two reports from the Committee on Adulterations, which were read at the last meeting of the N. W. D. A.

"All that I ask, and all that anyone can ask, is a fair discussion on this important

question, and then there can be no fear of the outcome. The action of the Board of Control in favoring a pure drug law is proof conclusive that they recognize the necessity of such a law. Your frank and unprejudiced criticisms will be, no doubt, read with great interest by the trade at large, and when the truth is brought home, then is when the great good will be felt. It is only the truth that hurts and does good. As a confirmation of my statement regarding ipecac root, McCotter writes in his circular letter of October 19, the week succeeding the reading of the reports: 'Ipecac Root—Small stock; \$3.75 to \$4; \$3.75 to \$4 for this powdered. Carthagen mixed for less.'

"In breaking away from old-established rules and precedents, instead of following with the tide, one must not expect bouquets; but it is, indeed, pleasing to me to know that my report was favorably received and seconded by such a man as Daniel R. Noyes, whose words are always respected.

"I also wish to say that I have received several letters from prominent houses in the trade who indorsed the motive prompting the report, and now to have your support also is very gratifying. Permit me to thank you for the same, and if we only succeed in bringing home to the manipulator the true realization of what he is doing, and all that it means, this agitation cannot but have its good effect.

"JOHN F. QUEENY."

Mr. Queeny's remarks were not the candied compliments with which Association members are but too apt to regale each other, but set forth some very bitter and unpalatable facts in a vigorous and manly way.



A Retailer Kicks.

To the Editor.

Sir: The N. A. R. D. at the St. Louis meeting adopted a resolution, first, that manufacturers sell direct only to jobbers; and, second, requesting jobbers not to sell to department stores and drug cutters. The chief sellers to department stores and cutters have been the jobbers who are willing to sell and divide the rebate with the purchaser. These men are still in business and are paying absolutely no attention to the request in the resolution. They are responsible for the demoralized condition of the trade. This second portion of the resolution is therefore of no value. The first part of the resolution simply cuts off the legitimate retail druggist from all hope of competing with the cutter on an even basis, reduces his profit to about cost and compels substitution. To illustrate:

The writer's store is located in a city supporting a number of druggists, and within a few minutes' ride of one of the large cities where proprietary medicines are sold at about what they cost the retail druggist. The druggists here are unable, therefore, to charge \$1 for \$1 articles, but have agreed to sell at 80 cents. We are advertising cut rates, but strictly speaking we have no cutters, and all would gladly sell goods at manufacturers' prices but for our proximity to the city. The writer believes this is the condition of the trade generally outside of the dozen or so large cities.

In order to realize something like the profit heretofore enjoyed we decided to purchase directly in quantity lots from the manufacturers and divide. Some had sufficient output to enable them to do this

in a few cases without division. The jobber was the only sufferer, a condition he owed to the dishonest wholesalers solely.

The N. A. R. D. is being organized to benefit the retail dealer. The manufacturer is willing to adopt its suggestions. The principal action taken, aside from efforts to secure members, has been the adoption of the resolution quoted. The manufacturers, under the belief that the N. A. R. D. represents the wishes of the trade, have consented to this, and the effect is simply to place the retail dealer back where he was before—at the mercy of the cutter purchasing from the dishonest wholesalers—and to place the manufacturer again in antagonism with his retail distributors. The wholesale dealer is the only beneficiary.

Thousands of druggists throughout the country undoubtedly hold similar views with the writer, and the N. A. R. D., to secure the membership of the trade generally, should add to their resolution that druggists in cities having an agreed price be also sold direct by the proprietor, whether the purchase be made for division or not, so long as the price fixed upon by the local dealers is maintained. I recommend it as an amendment at the next meeting of the N. A. R. D.

In order to show what such action would effect I request you to print this letter together with the following:

All druggists who read the above letter and are in accord with the amendment mentioned, please send name and address to "Retailer," care of the AMERICAN DRUGGIST.

RETAILER.



MINOR NOTES.

Thomas Doliber, Ph.G., and Charles W. Cheney, Ph.G., of the Mellin's Food Co., of North America, are in England, and are not expected to return for some time.



The Berlin Medical Co., of Brookline, has been incorporated, under the laws of Delaware. Capital stock, \$100,000. The concern will conduct a patent medicine business.



Judges Putnam and Aldrich recently heard the appeal of the plaintiff in the case of M. D. Dadirrian vs. G. M. Yacubian et. al, from the final decree of the United States Circuit Court, dismissing his bill for the alleged infringement of a trade-mark in the word "Matzoon," used in connection with the manufacture and sale of a medicinal beverage. F. H. Betts for plaintiff; A. P. Brown for defendants.

Member of the Board of Control.

David M. Cowan, of the firm of Plimpton, Cowan & Co., Buffalo, N. Y., is a new member of the Board of Control of the National Wholesale Druggists' Association, having been elected to the office at the Niagara Falls meetings. By one of those curious accidents of the types Mr. Cowan was referred to in these columns as a member of the Committee on Transportation of the Association. This was in connection with the publication of his portrait in the October 25 number. The Board of Control is the guiding wheel of the N. W. D. A., and by it is transacted most of the work of the Association.

N. A. R. D.

HOW THE SECOND YEAR OPENS.

Official Headquarters of the Association.

NEW OFFICERS AND COMMITTEES.

Recent Accessions to Membership—Strong Pledges of Support from Oregon—How the Drug Trade of the Country Will Be Kept Informed of the Movement—Interest Well Maintained.

Chicago, Nov. 4, 1899.

The National Secretary's office is now located in the Y. M. C. A. building, 153-155 La Salle street, a few doors south of Madison street. The quarters selected are very desirable for many reasons, prominent among them being central location and proximity to the wholesale drug and drug-specialty houses of Chicago as well as the leading hotels. The Y. M. C. A. building is one of Chicago's newer office buildings, and is first-class in every respect. A great deal of time was spent in securing a suitable location at moderate cost, and it is believed the selection will give entire satisfaction. The Secretary would be glad to have the members of the organization call and see him when in Chicago. The office is the property of the Association, and it is superfluous to say is at all times at the service of its members. An appreciation of this fact manifested by friendly visits or by making use of the office in any helpful way its services can be employed will be appreciated by those who are trying to make of the office all it should be to the membership of the N. A. R. D.

Officers for 1899-1900.

The officers of the National Association of Retail Druggists for the year 1899-1900 are as follows:

President, Simon N. Jones, Louisville, Ky.
First Vice-President, Wm. C. Anderson, Brooklyn, N. Y.
Second Vice-President, Thos. Layton, St. Louis, Mo.
Third Vice-President, Alex. M. Robinson, Bangor, Me.
Secretary, Thos. V. Wooten, Chicago, Ill.
Treasurer, Charles T. Heller, St. Paul, Minn.
Executive Committee, F. B. Holliday, Topeka, Kan.; Simon N. Jones, Louisville, Ky.; D. E. Prall, Saginaw, Mich.; A. Timberlake, Indianapolis, Ind.; Henry P. Hynson, Baltimore, Md.; James W. Cheswright, Pittsburg, Pa.; Alfred DeLang, Cincinnati, Ohio.

President Simon N. Jones announces the appointment by him of the following committees:

Committees.

National Legislation—Thomas Stoddart, Buffalo, N. Y., chairman; J. Hal Bobbitt, Raleigh, N. C.; F. W. Meissner, La Porte, Ind.; William Gansewitz, Owatonna, Minn.; E. J. Seykora, South Omaha, Neb.

Commercial Relations—Jesse D. Nelson, Jackson, Tenn., chairman; Owen C. Smith, Baltimore, Md.; Felix Hirsman, New York, N. Y.; Frank L. Way, Manchester, N. H.; Walter St. John, Tacoma, Wash.

Trade-marks and Patents—John C. Gallagher, Jersey City, N. J., chairman; M. A. Burkhardt, Dayton, O.; G. Gebring, Wichita, Kan.; M. J. Quattlebaum, Lynchburg, Va.; N. M. Walker, Gonzales, Texas.

Pharmacy Laws—William McIntyre, Philadelphia, Pa., chairman; Addison Dimmit, Louisville, Ky.; William C. Simpson, Vienna, Ill.; Charles Barnes, Denver, Col.; N. F. Klein, Hot Springs, Ark.

Transportation—John W. Lowe, New Haven, Conn., chairman; George B. Case, Milledgeville, Ga.; Hosmer G. Porter, Rockford, Ill.; Thomas J. Keenan, New York, N. Y.; Charles Gietner, St. Louis, Mo.; L. Christianson, Fargo, N. D.; F. W. Weaver, Oklahoma City, Okla.; D. M. Newboro, Butte, Mont.; W. P. Du Plantis, New Orleans, La.; Alda M. Ferris, San Diego, Cal.

Auditing—A. H. Miles, Des Moines, Ia., chairman; H. E. Glick, Lafayette, Ind.; Max Bloomstein, Nashville, Tenn.; E. C. Bent, Dell Rapids, S. D.; C. H. Daggett, Providence, R. I.
Form or Organization—R. M. Dodd, Milwaukee, Wis., chairman; Louis C. Hopp, Cleveland, O.; J. W. Seeley, Detroit, Mich.; Paul L. Hess, Kansas City, Mo.; J. A. Barbot, Charleston, S. C.

A Recent Accession.

One of the most recent acquisitions to the ranks of the N. A. R. D. is the Retail Druggists' Association of Newport News, Va. The association embraces in its membership the entire retail trade of Newport News except one firm, who handle proprietary medicines only. The druggists of the city are firmly united and are determined to rid themselves of the obstacle in the way of making their business profitable, vigorous measures to this end having been inaugurated. The National Treasurer has received the dues of the membership, together with a donation of \$25 for the advancement of the National Association's work. The efficient officers of the organization are Fred. F. Allen, president; A. E. G. Klor, secretary, and L. B. Reynolds, treasurer.

The Support of Oregon.

At its meeting held on the 18th and 19th inst. the Oregon State Pharmaceutical Association adopted by unanimous vote the following resolutions:

Whereas, The purposes of the National Association of Retail Druggists are deserving of the highest respect and commendation; and,

Whereas, We consider the plans with which the organization is working as practical and calculated to secure most

excellent results if faithfully carried out; and,

Whereas, We believe the efforts of the officers and Executive Committee of the organization deserve to be encouraged by the affiliation with the N. A. R. D. of every organization of retail druggists in the country, therefore, by the Oregon State Pharmaceutical Association be it

Resolved, That we do hereby give our hearty endorsement to the work and plans of the National Association.

Resolved, That we recommend to all local associations of druggists in our State affiliation with the N. A. R. D., and we urge upon druggists where no local organizations exist the necessity of uniting for mutual protection and benefit under the guidance of the National Association.

Trade To Be Kept Informed.

From this time forward the N. A. R. D. notes will be furnished regularly every week to each of the pharmaceutical journals of the country. The experience of the past year justifies the conclusion that the drug trade of the country will be kept informed in this way of the striking events that are transpiring in the Association and the important topics that are being discussed by its members. It is hoped that gradually the value of this department to the several journals may be increased until it shall form a distinct feature of every well-regulated pharmaceutical publication.

A List of Aggressive Cutters.

The National Secretary hopes to take up anew within a few days the work of preparing, for the use of the National Executive Committee, the list of aggressive drug cutters of the country, work upon which he was obliged to discontinue on account of the Cincinnati Convention. Any help given him by members of the organization or others, in order to make the work complete, will be appreciated. Correspondents should state the names of the cutters, the kinds of goods cut and the extent of the reduction, from whom (manufacturers or jobbers) supplies are obtained by the cutters, the efforts that have been made to restore satisfactory prices, etc. All communications should be addressed to Thos. V. Wooten, secretary, 153 LaSalle street, Chicago.

The Matter of Results.

The following, from a letter to a member of a State pharmaceutical association by one of the N. A. R. D. officers, will indicate the sentiment of the officers of the organization toward a certain kind of criticism which seems to them wholly unreasonable: "In regard to the 'results' for which you say some of the retailers of your section are clamoring, you will agree with me that the power possessed by the national organization is equal to the sum total of the influence exerted by the State and local associations affiliated with it; it cannot be greater. In view of the fact that the people who are making those criticisms are without exception the people who have done little or nothing to make their respective organizations effective, the demand by them for 'results' is more or less exasperating. The N. A. R. D. possesses no heaven-born potentiality, and its ability to fulfil the object of its creation is in direct proportion to the worthiness of its would-be beneficiaries to receive the help which the organization will be able to bestow if it receives the support it ought to command. Since

reading your letter I understand better than I ever understood before the difficulties that surround the druggists of your section. I sympathize with them sincerely, and hope the N. A. R. D. may be a blessing to them beyond our anticipations. What a pity we cannot more easily banish from the minds of those people the assumption that they are powerless to do anything for themselves. It has been well said that when a man loses hope he is practically useless for doing that quality of work that is worthy of his efforts. Our cause is a hopeless one, unless we shall be able to infuse into the retailers of the country a spirit of determination to win because success cannot be denied to those who have entered with deadly earnestness into a fight for the propagation and maintenance of a just cause.

From the Proprietary Association.

The National Secretary has received the following letter from the Committee on Legislation of the Proprietary Association of America:

"Dear Sir: I take pleasure in advising you that at a meeting of this association, held at Niagara Falls, Oct. 10-13, 1899, the following resolution was adopted: 'Resolved, That the Proprietary Association of America heartily endorses the spirit of the resolution passed by the National Association of Retail Druggists in Cincinnati, urging the repeal or modification of the war tax, and that the Legislative Committee of this Association be instructed to take such action in co-operation therewith as may be deemed judicious.' Yours very truly,

"E. C. DeWitt, Chairman."

MINOR NOTES.

To the list of manufacturers who have reduced their prices in order to comply with the expressed wish of the N. A. R. D., has been added the Dr. Chase Company, of Philadelphia. In the circular announcing the reduction in its prices, the firm says: "We appreciate the fact that the retail druggists are the legitimate distributors of proprietary articles, and we not only propose to meet your views in regard to prices, but to heartily co-operate with you in any feasible plan that will advance your interests."

The Springfield (Ohio) Druggists' Association has been accepted as a member of the National Association. The organization has seventeen members: H. N. Siegenthaler is president and Henry J. Roth secretary.

The Holtin Chemical Company, of New York City, has reduced its prices to \$2, \$4 and \$8.

The Marion County (Indianapolis) Association has adopted the certificate plan which originated with the Louisville association. This plan is working admirably in Chicago, Pittsburg and a number of other cities.

The annual dues of the Louisville Retail Druggists' Association has been increased to \$3.00. The organization is in fine condition, and since the accession of one of their number to the presidency of the N. A. R. D., is more enthusiastic than ever over the work of the National Association.

The Jennings County (Ind.) Association has become affiliated with the national body. The organization includes the entire drug trade of Jennings County.

There is no price cutting, and the druggists are in a prosperous condition. S. W. Storey, of Vernon, is president, and Elmer Doll, of North Vernon, is treasurer. National Treasurer Lowe has received a contribution of \$5.00 from the membership.

The bond for the Association's new treasurer, Mr. Charles T. Heller, of St. Paul, Minn., has been approved by the National Executive Committee. The bond is for \$5,000, and was written by the United States Fidelity and Guaranty Company, of Baltimore. The date of its expiration is October 24, 1900.

A letter received lately by Chairman Holliday from a prominent member of the Alabama Pharmaceutical Association, says: "Hurrah for the N. A. R. D.! We shall pull Alabama into line next spring. Send me proceedings of recent meeting." The tone of this letter is in keeping with many expressions the officers of the National Association have been receiving from that State.

At a recent meeting of the Waterbury (Conn.) Pharmaceutical Association Thomas F. Casey was elected to the secretaryship of the organization. It should be remembered that this organization was one of the first in New England to become affiliated with the national body. Its membership includes every druggist in Waterbury, and they have almost no price cutting, what there is being confined to the dry goods stores. Waterbury has a population of 40,000. There are in the city twenty-five drug stores.

Obituary.

Dr. Thomas L. Jenks.

No death could have caused a greater shock, or a deeper regret than that of Dr. Thomas L. Jenks, of Boston, which occurred suddenly, on October 31. He was one of Boston's oldest and most respected citizens. Dr. Jenks was born in New Hampshire in 1830, and went to Boston when 13 years of age. Since that time he knew what it was to struggle, but with the success that marks true ability, and absolute honesty, he rose to fill some of the highest positions of trust, and became a successful business man. His experiences were most varied. He served in the Mexican war, was for three years hospital steward on board the frigate United States, and, during the Rebellion, gave his services to the Government as surgeon. In 1849 he started a drug store at the corner of Merrimac and Portland streets, where he remained for thirty-three years. While engaged in the drug business Dr. Jenks studied medicine, and was graduated from the Harvard Medical School in 1854. He has always been prominent and respected in political circles. His first vote was with the Whig party, and he became identified with the Democracy in its infancy, and for fourteen years was a member of the Democratic State Central Committee. He filled his offices with marked ability, serving terms as a member of the House of Representatives, Common Council and the Board of Aldermen. Dr. Jenks is well remembered in his connection with the Board of Police Commissioners, and as chairman of the Commissioners of Public Institutions. He also, at different times, held offices as director for hospitals and

ferries. He also was president of the College of Pharmacy, and up to the time of his death was president of the North End Savings Bank. In all of these offices Dr. Jenks won distinction by his wonderful ability and absolute integrity. Since his retirement from politics, Dr. Jenks has devoted most of his time to large business interests, especially connected with the North End Bank, and he was also a heavy real estate owner, his wealth being estimated as over \$1,000,000.

He was very popular as a club man, being president of the Boston Club, treasurer of the Boston Druggists' Association, one of his "favorite children," and of which he was the founder; a member of the American Pharmaceutical Association, Algonquin and New Hampshire clubs.

Personally, he was a kind man, whose wide knowledge and varied experiences made him an interesting talker and reliable adviser. He was famous for his independent thought, unostentatious ways and perfect reliability.

His different clubs and associations, meeting since his death, pay to him the finest tributes of character, and his loss is deeply regretted. His funeral occurred on November 3, and was attended by a committee from the Boston Druggists' Association, consisting of Charles F. Cutler, George H. Ingraham, Amos R. Tilden, Hon. Gorham D. Gilman and James O. Jorelan. The body was interred at Forest Hills Cemetery.

BOARDS OF PHARMACY.

Meetings for Examination.

The North Dakota Board of Pharmacy held a two days' meeting for the examination of candidates for registration, at Fargo, October 18-19. Twelve candidates were successful out of a list of twenty-two, as follows: A. J. Schilling and O. H. Ekern, of Fergus Falls; E. J. Eide, Climax; M. O. Simensted, Northwood; J. A. Livingston, Crystal; C. B. Marsden, Larimore; P. Mergens, Fairmount; J. R. Anderson, Inkster; Stephen Fisher, Courtenay; J. D. Greene, Enderlin, and M. L. Schow, Grafton.

New Hampshire.

The Governor and Council of New Hampshire have reappointed Geo. F. Underhill a member of the New Hampshire Commission of Pharmacy for three years from November 10, 1899. The first quarterly meeting of the board was held at the State House on Wednesday, Oct. 25. The board organized as follows: President, Dr. Edward H. Currier, Manchester; Secretary and Treasurer, Geo. F. Underhill, Concord; Auditor, Ben O. Aldrich, Keene. The following named candidates passed a successful examination: Walter S. Wilson, Lancaster; Charles H. Coburn, Milford; Walter R. Davis, Manchester; William H. Brown, Concord.

The second quarterly meeting of the Commissioners will be held at the State House, Concord, on Wednesday, January 24, 1900.

Kentucky.

At the regular quarterly meeting of the Kentucky Board of Pharmacy held at Lexington, October 10-11, the following were registered by examination:

O. P. Nuckols, Fred G. Mauer, William B. Hopkins, John B. Alich, Louisville; W. C. Kehr, Frankfort; Charles C. Kitchen, Covington; Chas. T. Kipping, Carrollton; E. C. McGoodwin, Mayfield; E. M. Morton, Centretown; Henry Meyer, Louisville. Twenty-two applicants were examined.

The annual meeting, which immediately followed the quarterly meeting, was held at the same place. The following officers were elected for the ensuing year: President, C. S. Porter, Somerset; secretary, J. W. Gayle, Frankfort; treasurer, Addison Dimmitt, Louisville; chairman Executive Committee, C. Lewis Diehl, Louisville; chairman Inspection Committee, Addison Dimmitt, Louisville.

The next meeting will be held at Paducah, January 9. Persons intending to appear for examination are advised to file applications with the secretary at least ten days prior to the meeting.

Indiana.

Successful candidates at the meeting of the Indiana Board of Pharmacy, which was held at Indianapolis, October 12, were Wm. J. Molloy, Indianapolis; B. C. Wright, Indian Springs; J. G. Ferrell, Center Point; W. G. La Sallier, Muncie; Roscoe Chancellor, Kokomo; Orrin N. Morey, Mulberry Grove, Ill.; M. A. Johnson, East Chicago; H. M. Allemong, Chicago, Ill.; Tom Shea, Wabash; G. W. Ebert, Peoria, Ill.; W. N. Benson, Brazil; J. B. Newland, Carlisle; E. H. Robinson, Terre Haute.

The following were registered as assistants, viz.: Louis Sperkbaugh, Tipton; S. W. Bryer, Winchester; H. L. Cullum, Decker; Jesse D. Kechn, Valparaiso.

The next regular meeting of the Indiana Board of Pharmacy will occur at Columbus, Ind., on January 12, 1900. Anyone wishing information or application blanks should address the secretary, C. E. Creelius, New Albany, Ind.

Tennessee Board.

At the meeting of the Tennessee Board of Pharmacy, held at Nashville on October 19 and 20, certificates as registered pharmacists were given the following who passed the examination: E. F. Moore, McKenzie; J. Sanford Ice, Chattanooga; C. E. Rowe, Memphis; William R. White and F. K. Sullivan, Nashville. Certificates as assistant pharmacists were given the following: J. Tate Jenkins, Mt. Pleasant, and Ed. T. Aurin, of Chattanooga.

North Carolina.

At a meeting of the North Carolina Board of Pharmacy, held in the city of Raleigh October 10, the following named candidates for license to practice pharmacy passed successful examinations out of a class of fifteen, viz.: Saml. M. Reddle, Raleigh; Geo. Y. Watson, Southport; Frank W. Farries, Goldsboro; Wm. Mann Tucker, Reidsville; Edwin Holmes Smith, Raleigh; Hiram Grantham, Smithfield; John H. Harris, Charlotte.

No day has as yet been set for the next meeting of the board.

Virginia.

The Board of Pharmacy of Virginia met in Richmond, October 24-27, for the examination of candidates. Of thirty candidates for registered pharmacist and eighteen for registered assistant pharmacist the following passed:

Registered Pharmacist—Geo. S. Landon, Pocahontas; F. M. Wooten, Norfolk; E. L. Brandis, Manchester; V. M. Moon, Hampton; W. M. Turner, Richmond; J. Augustine Washington, Alexandria.

Registered Assistant Pharmacist—F. T. Cassiday, Richmond; J. T. Parlow, Harrisonburg; Chas. A. Johnson, Lynchburg; Chas. E. Conrad, Harrisonburg; Oscar L. Doster, Richmond; McC. Hogshead, Richmond; J. Mason Gillispie, Alberene; S. T. Hanger, Manchester; W. K. Goolrick, Fredericksburg; Geo. F. Grant, Richmond; Elliott Q. Garner, Fredericksburg.

A Model Secretary.

The Georgia Board of Pharmacy will meet in Atlanta, in the Capitol, November 14, at 9 a. m., to examine candidates for druggists' license. For further information address Dr. Henry R. Slack, secretary, Lagrange, Ga.

The above notice is probably the last



HENRY R. SLACK, Ph.M., M.D.,
Lagrange, Ga., Secretary Georgia Board of
Pharmacy.

which will be sent out by Dr. Slack as secretary of the Georgia Board of Pharmacy, his term of office as a member of the board expiring with the November meeting, and, having declined a reappointment, his connection with the board ceases after twelve years of active and efficient service.

It is with much regret that we learn of the retirement of Dr. Slack from a position which he has so long occupied with honor to himself and benefit to the cause of pharmacy in Georgia. Dr. Slack is a graduate of the Maryland College of Pharmacy and of the Johns Hopkins Medical School, at which latter school he took a post-graduate course in physiological chemistry and has devoted a good deal of time and attention to medico-legal diagnostic chemistry since his graduation in medicine. This work, together with his office and consultation practice, to which he confines himself, has kept him so much occupied that he has disposed of his drug store and thus finally severed

his connection with pharmacy. It is for this reason that Dr. Slack has declined a reappointment to membership in the board. During his term of service as secretary Dr. Slack has been indefatigable in his efforts to aid the cause of pharmacy, not only by the intelligent, prompt and thorough discharge of his duties as secretary of the board, but also by numerous contributions to the pharmaceutical press and to the proceedings of the Georgia Association.

In person Dr. Slack is the ideal type of the Southerner, being tall, slender and graceful, dark of complexion and suave and courteous in demeanor. In his retirement the Georgia board loses a model secretary.

Passed the Minnesota Board.

The Minnesota State Pharmacy Board completed its regular quarterly examinations at the university in Minneapolis on October 20, granting certificates as registered pharmacists to the following:

Arthur H. Clarke, Joseph O. Livingstone, Minneapolis; Alex T. Sundberg, St. Paul; Louis C. Dorn, Waterville; Albert A. Glotzbach, Frank G. Thomas, Mankato; Fred J. Hallin, Cambridge; Abe N. Gunz, Faribault; Charles E. Peterson, Litchfield; S. F. Kinkelson, Charles A. Waldron, Duluth.

The following are granted certificates as assistant pharmacists:

George E. Grasington, H. A. Glendenning, Alva A. Johnson, John E. Malloy, John A. Swanson, John Bell, John H. Beise, Emil C. Molstad, William G. Hanson.

Michigan Board.

Governor Pingree, of Michigan, has appointed the following members of the new State Medical Registration and Examination Board: Homeopathic School, Malcom C. Sinclair, Grand Rapids, two years; Eclectic school, William Bell, Smyrna, two years; regular school, Beverly D. Harrison, Sault Ste. Marie, two years; Samuel Bell, Detroit, four years; Bion J. Whelan, Hillsdale, four years; Justin W. Alvord, Battle Creek, two years; Phepeo Medical School, John Kost, Adrian, two years. Three more appointments are to be made on the board.

Oklahoma.

The regular quarterly meeting of the Oklahoma Board of Pharmacy was held at El Reno, Okla., on October 10. There were twelve applicants for registration. Among them the following received certificates of registration upon examination: Miss Minnie Wood, Enid; O. L. Taylor, Norman; Geo. O. Riggan, Mountain View, and L. W. Weaver, Oklahoma City. Frank J. Briggs, Yukon, Okla., received certificate of registration upon his diploma from the Pharmacy Department of the Oklahoma University. J. B. Smith, Oklahoma City, and Roy Jones, El Reno, received certificates as assistant pharmacists.

Secretary Lillie Makes a Trip.

The secretary reported an extensive trip over the western part of the Territory and found the pharmacists generally well satisfied with their business and all reporting prosperous times. A number of cases of violations were taken up and settled by the parties either securing registered pharmacists or making application to appear before the board for examination.

The next meeting of the board will be held at Pond Creek, Okla., on January 9, 1900. Those desiring to make application for registration should notify the secretary, J. B. Lillie, Guthrie, who will forward blanks for this purpose. The branches covered by the examination are pharmacy, chemistry, materia medica and identification.

Will Register Upon Certificates.

The board expect to arrange for some practical work for applicants which will probably be put in effect at the next meeting. Those desiring to go into the drug business in the Territory can secure temporary certificates of registration if they are graduates of some reputable college or registered in any other State upon application to the secretary and payment of the fee of \$2.50.

Ohio.

The following is a list of successful applicants for examination at the State Board of Pharmacy:

Pharmacists: S. S. Armstrong, Bluffton, O.; R. E. Garhart, Tiro; J. W. Vester, Cincinnati; H. T. Kyle, Richmond; W. M. Wolgamot, Richmond; J. C. McCartney, Kippie, Pa.; L. R. Snider, Evansport; B. L. Miller, Liberty, Pa.; J. C. McElroy, Columbus; J. G. Fratz, Cincinnati; C. R. Jackson, Mt. Vernon; Rodney D. Moore, Ganettsville; C. P. Seward, Macon; Olois Jilck, Cleveland; H. M. Rauch, Leetonia; A. L. Rissman, Cleveland; Mary E. Mixon, New Lexington; Fred L. Selby, Lisbon; Frank R. Payton, Manchester; H. Matnonow, Cleveland; W. P. Ynuck, Toledo; C. M. Oshe, Cleveland; J. L. Joffe, Cleveland; D. H. Nagle, Mansfield; M. E. Morvrey, Cleveland; H. A. Dykeman, Elyria; F. S. Williams, Kalida.

Assistant Pharmacists: M. C. Fels, Swanton; H. C. Bode, Cincinnati; G. J. Spechtold, Cincinnati; R. H. Stockton, Lima; Simon Davis, Cleveland; J. G. Neilly, Cambridge; W. H. Ayres, Geneva; Mary Welsh, Youngstown; J. J. Panock, Cleveland; J. C. Seward, Cleveland; D. N. Sandoe, Columbus; O. W. Price, Spencerville; E. H. Baird, Scio; C. F. Bowen, Columbus; C. S. Thatcher, Steubenville; H. Schulze, Cincinnati; W. H. Hawthorne, Cambridge; L. W. Daugherty, Columbus; B. Schwartz, Cleveland; C. O. Hoffman, Dayton; Chas. Meyer, Cleveland.

Pharmacists whose grades were not sufficient for pharmacists' certificates, but are permitted to take assistants' certificates if they choose, are:

E. F. Hornbrook, Barnesville; F. S. Wilys, Proctorville; R. N. Leonard, Dayton; S. P. Palmer, Cleveland; C. S. Smith, Salineville; J. W. Mullen, Fayette City, Penn.; L. H. Seyfried, Barberton; S. C. Stickel, Wauseon; Aug. Phillips, Hamilton; F. Cowdrey, Alabama; J. A. Sobell, Toledo; B. Fries, Cincinnati; C. B. Burnette, Orangeville; H. F. Rigby, Connevant; Otto Lutterman, Cincinnati; G. W. Hopgood, W. L. Price, New Straitsville; C. W. McCarel, Wellsville; F. L. Snyder, Camden; J. H. Morcher, Tiffin; E. B. Parker, Sylvania; Grant Hoover, Gratis; D. L. Patterson, Bellefontaine; G. W. Freund, Portsmouth; C. H. Ferris, Oxford; A. A. Van Voorhis, Canton; H. W. Hendershot, Powhattan Point; G. T. Schman, Portsmouth; E. Hefner, Reading; F. Schreibenzuber, Cincinnati; H. R. Wiltberger, Columbus; H. L. Messer, Ada.

Enforcing the Pharmacy Law in Virginia.

The Virginia Board of Pharmacy has entered upon a vigorous campaign to bring about the rigid enforcement of the pharmacy law, and as a result Robert L. and John W. Montague, trading as Montague & Co., on the corner of Church street and Princess avenue; Dr. W. W. Coggin, of Queen and Cumberland streets, and his clerk, as well as that of Montague & Co., have all been fined \$10 apiece and costs for conducting a pharmacy without being registered. The minimum fine was imposed at the request

of the attorney for the Board, the defendants having agreed to enter a plea of guilty and to discontinue the practice of pharmacy. G. A. Thompson & Son, of Berkley, Norfolk County, have also been fined. It is proposed to extend the prosecutions all over the State so as to insure the complete enforcement of the pharmacy law throughout the State of Virginia.

For the Army and Navy Pharmacist.

At the annual meeting of the National Wholesale Druggists' Association, held at Niagara Falls last month, the following resolution was adopted at the instance of F. Schneider, of Troy, who has a son in the service:

Resolved, That we, the National Wholesale Druggists' Association, do respectfully request Congress to pass a law increasing the rank of the pharmacist in the Army and Navy to that of a commissioned officer.

It is to be presumed that applicants for positions as hospital stewards in the army or the navy will hereafter be subjected to a rigid examination, with a view to determining their attitude toward the subject of elevating the status of the apothecary in the Government service, and they may be required on oath to renounce all ambition in this direction.

Bound for Porto Rico.

E. P. Manville, of Whitehall, one of the most enterprising and successful druggists of the State of New York, sailed on November 4 for a pleasure trip to Porto Rico.



Mr. Manville will make a complete tour of our new dependency, and will naturally pay especial attention to the condition of pharmacy, and promises to favor our readers with a report upon the retail drug trade in the island.

Must Keep Cigarettes and Cigars in Original Boxes.

U. S. Revenue Collector Gill for the Boston District has turned his attention to those retail druggists and cigar dealers who are making a practice of selling cigars loose from boxes which have been emptied of their original contents.

He has found it a more or less widespread custom of small dealers to buy from jobbers small lots of different brands, ten, twenty-five or fifty at a time, and place them in show-case boxes that have already been emptied. In a great number of instances the dealers have placed cigars of given brands, purchased "loose," in boxes which originally contained cigars of the same brand, but this is not always the practice. In many in-

stances, inferior cigars purchased "loose" have been sold from boxes bearing the labels and stamps of cigars of a higher grade.

In cases of the latter sort Mr. Gill sees intent to mislead or to defraud, but where the loose cigars are sold from boxes of the same brand the violation of the law is not always intentional. It is, nevertheless, a direct violation of the law, and Mr. Gill proposes that it shall be stopped.

NEARING ITS END.

Labor Would Cast Out Druggists' League.

The Central Federated Union is not satisfied that the "Shorter Hours" League is a bona-fide organization, entitled to representation in the Union, so it has appointed a committee to investigate the League and find out whether it has any existence outside of the imagination of Edward Thimme, the man who tried last year to get a "shorter-hour" bill obnoxious to the drug trade through the Legislature.

This would appear to indicate that the so-called "Druggists' League for Shorter Hours" is being found out for what it is—a paper organization whose only purpose of existence is to defame the retail drug trade of New York, and, incidentally, to "use" the Labor Unions to carry out its end.

Concerning all that remains of the League, P. J. Daly, "delegate of the Liberty Dawn Association," is reported in the New York "Times" of October 30 to have said at the meeting of the C. F. U., the day before: "We all know Thimme. He is a labor fakir and political trickster. This body is a strictly labor organization and not a political machine, and we don't want any paper organizations or labor political fakirs here."

Mr. Daly insisted that the Druggists' League no longer existed, and then made a personal attack upon Delegate Thimme. "Thimme," he said, "formerly belonged to the Workingmen's Political League, and then joined the Citizens' Union for the money there was in it. He opposed the Independent Labor Party because there was no money in it. But he goes to Tammany Hall and opposes Mazet because there is money in it."

Delegate Thimme denied that either he or his organization had accepted any money from political organizations. He continued: "As to the charge that the Druggists' League does not exist, I shall say that originally we were 400 strong, but persecutions by the employers reduced our active membership to fifty. We were then compelled to become a secret organization, and District Assembly 49, Knights of Labor, never forgave us because we did not join it."

The "Druggists' League" at one time claimed a membership of 30,000, and issued printed cards bearing this statement. Thimme now gives the lie to this by claiming an original membership of 400; and he finally brings this number down to fifty. The problem of ascertaining what the actual membership of the "League" was at the time 30,000 was claimed for it resolves itself, then, into a sum in simple proportion, thus: 30,000 : 400 :: 50 : x.

A committee of five was appointed by the C. F. U. to find out if there was a "Druggists' League for Shorter Hours," or if it consisted of Thimme only.

Greater New York.

News of the Trade in and About the Five Boroughs—Notes of Personal Interest—Changes and New Stores—Trade Gossip.

Items of Personal Interest.

Wm. Luttman, druggist, of No. 440 Columbus avenue, was married on October 19. The honeymoon was spent in the South.

P. C. Magnus, of Magnus & Lauer, has just returned from a tour through the Western States, and reports the business conditions as being universally prosperous.

W. E. Pettinger, of Asbury Park, N. J., passed the New Jersey Board at its last meeting as a registered pharmacist, not as an assistant, as stated in a recent issue of this journal.

H. B. Harding, of the Humphreys' Company, was elected vice-president of the "Sphinx Club" at its last meeting. This club is composed of a bright lot of advertising and newspaper men, and has a monthly dinner at the Waldorf-Astoria.

The new officers of the Burlington County (N. J.) Retail Druggists' Association are; President, Elmer D. Prickett, M.D., Mount Holly; vice-president, George H. Wilkinson, M.D., Moorestown; secretary and treasurer, Edgar R. Sparks, Burlington.

Garrett Byrnes & Co. have purchased the business of Myer's pharmacy, at 137 Main street, East Orange, N. J. Mr. Byrnes is a graduate of the New York College of Pharmacy, and has made many improvements in the store since taking charge.

The New York College of Pharmacy Alumni Association will hold a reception at the college, No. 115 West 68th street, on Wednesday evening, November 15, at 8.30 o'clock. There will be dancing, and Dr. Rudolph Geis is to be master of ceremonies and will operate the piano.

A great many pharmacists interested in the banquet to the "Olympia's" pharmacist have expressed a desire to possess one of the souvenirs of the banquet. Charles S. Erb, 121 Amsterdam avenue, has an extra supply of these souvenirs, and they can be purchased through him at the price of 50c. each.

The engagement has been announced of Wm. H. Brunschiott and Miss Maud Ackerman, both of Brooklyn. Mr. Brunschiott is a promising young druggist, graduate of the Brooklyn College of Pharmacy, class of '93. He has recently been received as partner in Vincent's Bedford pharmacy, corner Gates avenue, Brooklyn.

We regret to announce the death of Samuel Morris, N. Y. C. P., '94, a member of the Alumni Association and the Phi Chi Fraternity. He died at Roosevelt Hospital on October 19, of peritonitis. He was at one time in the employ of T. W. Linton, Union square, and was later with Van Horn & Ellison and O. G. Kalish.

A late number of the Little Falls "Times" notes the fact that the village was visited recently by "Dr. Rudolph Geese, secretary of the New York College of Pharmacy." It is also incidentally noted that "Dr. Geese" called on Inspector Harry B. Ferguson, of the New York City Board of Pharmacy, who makes his home in the village.

The Retail Druggists' Bowling Association held their annual meeting and elected the following officers to serve during the ensuing year: President, George E. Schweinfurth; vice-president, Mathew Mahler; secretary, Geo. H. Hitchcock; treasurer, Charles H. White; Captain, R. Zimmermann. Leo W. Geisler, Jr., 915 Amsterdam avenue, was elected to membership at this meeting.

Ten firms were represented in the bids for quinine supplies which were opened at the Army building in New York on October 28. The bids were for 5,000 bottles of 500 three-grain pills or tablets each, aggregating a total of 7,500,000 grains of quinine, or about 17,500 ounces. John Wyeth & Bro., of Philadelphia, were the lowest bidders, their bid being 93 cents per bottle,

ranging from 8½ cents to 37 cents under the other bids. The Government will, it is understood, soon be in the market for several million more grains of the drug.

David Costello, the treasurer of the Pharmaceutical Clerks' Association, who is the manager of Caswell, Massey & Co.'s Madison avenue pharmacy, is the possessor of the book of constitution and by-laws of the Drug Clerks' Union, the predecessor of the present Association, which was in existence fifteen years ago. He and Mr. Rafter (manager of F. Bagoe's pharmacy) were the only two representatives of the Union who could be found at the last meeting of the Pharmaceutical Clerks' Association. When brought together they exchanged many reminiscences of the old Union.

The drug store in Englewood, N. J., formerly owned by Ernst K. Plath, which is one of the oldest established stores in the place, became vacant recently owing to the decease of Mr. Plath. W. E. H. Schneider, who has for some time been employed by Reeder Bros., 463 Fourth avenue, as managing clerk, has entered into a partnership arrangement with Reeder Bros., to take over the management of Plath's pharmacy in Englewood, and the store will now be conducted under the title, Reeder Bros. & Schneider. The proprietors are young, energetic and enterprising men and success should follow their venture.

The dining room and parlor in the residence of Julius Jungmann, a druggist living at 26 East Seventy-sixth street, was destroyed early on the morning of October 23 by a fire of unknown origin. Mrs. Jungmann awoke about 5 o'clock in the morning and detected a strong smell of smoke. She went down stairs to the dining room and found it filled with smoke. The rest of the family were aroused and fled to the street in their night clothes. A watchman in a building opposite the Jungmann residence turned in an alarm, and the firemen succeeded in confining the blaze to the dining room floor, but about \$1,000 worth of furniture was destroyed.

Among the representatives of the wholesale and retail drug trade who visited the New York drug market during the past fortnight were R. B. Stearns, Burlington, Vt.; C. Henry Woodward, Middletown, Conn.; C. H. Packard, Boston; Harvey C. Clark, of Farrand, Williams & Clark, Detroit; Horace Burroughs, of the Burroughs Bros. Manufacturing Co., Baltimore; Robert Sachs, Baltimore; T. A. Cobb, Chicago; Charles Hubbard, Syracuse; Frank Henry, Cleveland; E. M. Magnus, Kingston, Jamaica; Fred L. Seely, of the Paris Medicine Co., Asheville, N. C.; A. G. Rundle, of the G. H. Rundle Co. of Fiqua, O.; E. J. Sanford, of the Sanford, Chamberlain & Albers Co., Knoxville, Tenn.; F. C. Dowd, of Dowd, Blake & Co., Boston.

ED. J. SULTAN DISAPPEARS.

Edward J. Sultan, the proprietor of a drug store at Twenty-third street and Third avenue, is missing, and his family and friends are much alarmed over his peculiar disappearance. Sultan left his home at 204 East Eighteenth street, on October 15, ostensibly to attend to business at his store. Before leaving home, it has since been discovered that he packed a bag which he took with him. He remained at the store long enough to write some letters and then, taking all the cash in the cash drawer, walked out and has not been seen since.

Mrs. Sultan received a letter, written at the drug store, from her husband on the following day and another letter from him was received by Leonard J. Langbein, a lawyer of 302 Broadway, who is a friend of the family. Mr. Langbein said yesterday that Mr. Sultan in both letters stated that he was in bad health and was going away for some time. He did not say where he was going, and no clue to his whereabouts has since been discovered. Mr. Langbein said that Mr. Sultan had taken about \$250 when he went away. Since last winter his health has been poor, and he had been worn out by working sometimes eighteen hours a day.

Mr. Langbein expects that Mr. Sultan will return as suddenly as he disappeared. In the meantime E. F. Timme, Sultan's father-in-law, has taken hold of the business and Mrs. Sultan has gone to live at her parents' home, at 118 East 114th street.

PHARMACEUTICAL CLERKS' ASSOCIATION.

A Stormy Session.

The New York Pharmaceutical Clerks' Association met in regular session at the College of Pharmacy building, 115 West 68th street, on Monday, Nov. 1. President Chas. W. Dietz presided, and Alexander Deutschberger recorded the proceedings, Secretary E. A. Keefer being absent. The meeting lasted from 3.30 until 5.30 p. m., and proved one of the liveliest of the series. One member, who moved a vote of censure against an officer of the Association, and who failed to get even a single vote in support of his motion, was himself made the subject of a vote of censure for the violent language he had used in speaking to his own motion. Some mercifully-inclined member then moved to "forget it," and no mention of either motion will appear in the official minutes. It was a hot meeting from the start to finish, and the new gavel of the president was made to do active work in the endeavor of its possessor to preserve the peace.

After Acting Secretary Deutschberger had read the minutes of the previous meeting, which were approved, applications for membership were received from the following:

Fred Graw, 1061 Park avenue; Ernest W. Ault, 502 Canal street; Wm. Mindlin, 318 Cherry street; F. Metzsch, 372 West 120th street; Ed. Fuehrer, 106 Third avenue; H. Salotaroff, 120 Monroe street; E. F. Klein, 183 Willis avenue; Otto Kley, 128 W. 109th street; H. F. Meier, 2 Sunny-side avenue, Brooklyn; A. J. Naar, Ph.D., 25 Spruce street; A. W. Firth, 78 Manhattan avenue; Adam B. Richert, 2592 Atlantic avenue, Brooklyn.

On motion, the rules were temporarily suspended, and the candidates were elected by a single affirmative ballot cast by the secretary. A motion to amend the Constitution, which had been presented at a previous meeting, was brought up for final action and adopted. This provides that any member of the Executive Committee who absents himself from three consecutive meetings of the Association shall be removed from office, and his place filled by the election of another member. Another motion brought over from a previous meeting, which, if adopted, would limit the meetings to one a month, met with the vigorous opposition of a number of those present. A. W. Firth spoke earnestly against it, and the redoubtable Mr. Steindler found himself for once in agreement with some other member of the Association, for he also joined in opposition to the proposed amendment and objected to the change, on the ground that it would tend to create an impression that there was a falling off in interest in the affairs of the Association.

The meeting began to get lively about this time. B. Steindler, in a long tirade, accused Acting Secretary Deutschberger of acting contrary to the wishes of the Association in the letting of some printing contracts, and characterized Deutschberger's action as "criminal" and "tricky." He became very violent in his language and had to be repeatedly called to order by the chair. Mr. Steindler moved a vote

of censure against the acting secretary, and some one kindly seconded the motion in order to bring the matter before the meeting. When the motion was put, not a single vote was cast in favor of it. As soon as this was disposed of Vice-President Dyna introduced a resolution censuring Mr. Steindler for the violent language he had used in connection with the motion to censure Mr. Deutschberger. This was carried by a vote that was nearly unanimous, and poor Mr. Steindler felt duly crushed.

The Clerks' Association is anxious to get proper recognition from the associations of employing pharmacists and employing pharmacists generally, and action looking to this was taken by Fred Borggreve, who introduced a resolution which is to be placed before the other pharmaceutical associations in Greater New York. It reads:

Resolved, That employing pharmacists be requested, whenever possible, to give the preference in hiring clerks to the members of the New York Pharmaceutical Clerks' Association.

The resolution was adopted, not, however, without spirited objection by Mr. Steindler, who came near making himself obnoxious, not so much from the fact that he made frequent objections, but the manner in which he made them.

T. J. Keenan addressed the meeting as a delegate from the Manhattan Pharmaceutical Association, who desired to get an explanation of certain changes in the draft of a shorter hours' bill, presented to his association recently from the original law agreed to by the conference committees of the several associations of the metropolitan district. It was explained that the changes referred to had been made without the authority of the Pharmaceutical Clerks' Association, and on motion of M. Rafter, a reconsideration of the bill was made a special order for the next meeting.

The trouble in which the Shorter Hours' League has got itself with the Central Federated Union was brought up and discussed. It had been openly charged at a meeting of the Central Federated Union that the Druggists' League no longer existed, and a personal attack was made upon "Delegate Thimme." A delegate of the Hackmen said at the meeting of the Central Federated Union that it wouldn't take long to find out what Thimme was in the League for. Thimme, he said, first belonged to the Workingmen's Political League, then he was found working for the Citizens' Union.

"Now," he said, "Thimme is against the Independent Labor party because there is no money in it, and has gone to Tammany. I call him right here a labor fakir and political trickster. He has got a paper organization and should be fired out."

A motion was proposed to appoint a committee to find out if there was a Drug Clerks' League, or if it consisted of Thimme only. The Tammany delegates fought against it, but it was carried.

It was suggested that a committee of three be appointed by the Pharmaceutical Clerks' Association to confer with the Committee of the Central Federated Union and place before the last named organization all the facts in the possession of the clerks regarding the bogus character of the Shorter Hours' League.

The resignation of E. A. Keefer, secretary, was announced, and on motion accepted, and Alexander Deutschberger was elected to serve the remainder of the

term. The meeting concluded with the reading of some pharmaceutical essays by Bernhard Steindler.

The Executive Committee of the Pharmaceutical Clerks' Association has issued a circular letter calling attention to the aims and objects contemplated in its organization. The letter reads:

When finished reading, kindly hand to your clerk.

THE PHARMACEUTICAL CLERKS' ASSOCIATION OF THE CITY OF NEW YORK.
(Incorporated.)

Sir—We beg leave to call your attention to the above Association, which now numbers over 200 members. This Association has been organized to advance the interests and approve the conditions governing the pharmaceutical clerks of this city. Broadly stated, the objects of the Association will be to maintain the professional character of the pharmacist's calling, to defeat objectionable legislation, to recommend legislation tending to elevate pharmacy, to give voice and discussion on all subjects of contemporaneous interest to the profession, and in short to protect the interests of pharmacists, clerks and employers alike. To give force and effect to the efforts of the Association in the directions indicated will require the undivided support of the drug-clerks of this city, and we appeal to them for the assistance which they can render us by joining and taking an active interest in the meetings and objects of the Association.

Meetings take place on the first and third Wednesdays of the month, and it would be appreciated if you would make arrangements toward permitting your clerk to attend. Dues are \$1 per year.

The address of the secretary of the Pharmaceutical Clerks' Association, to whom all applications for membership should be made, is Alexander Deutschberger, 209 Bleecker street, New York.

Druggists Will Help Perpetuate the Dewey Arch.

The Dewey arch in New York city is to be perpetuated. Sub-committees from seventy-five branches have been named to canvass the city for funds. In the case of the two branches of the drug trade (wholesale and retail) it was decided to select but three members of the committee, leaving the three to add two other members and to select a chairman. These are the two committees of the drug trade:

Drug and chemicals (wholesale): John McKesson, Jr., Wm. J. Schieffelin, Samuel W. Fairchild.

Druggists (Retail): John R. Caswell, Clarence O. Bigelow, Wm. B. Riker.

Additional committees will be appointed, so that every branch of industry will be covered. The subscription blanks are being circulated, and Col. Church hopes that within a short time subscriptions can be announced that will insure the success of the project.

Richmond, May, 1900.

The Council of the American Pharmaceutical Association has decided to name May 7 to 12, 1900, inclusive, as the time for holding the next annual meeting of the Association. The place already selected is Richmond, Va.

H. H. Osgood Dead.

Hugh H. Osgood, sole member of the wholesale drug firm of Lee & Osgood, Norwich, Conn., and one of the oldest druggists in the State, died on Oct. 20, at Manlius, N. Y. Mr. Osgood attended the Niagara Falls meetings, with his wife, but was taken ill before he left, and died on his way home. He was at one time Mayor of Norwich, and was president of six manufacturing concerns and director in a

dozen or more companies. He was 78 years of age.

WESTERN NEW YORK.

N. A. R. D. Resolutions in Effect in Buffalo.

Erie County Board Will Stir Up Offenders—Recent Changes.

Buffalo, Nov. 5.—The reports from various retail druggists of the city are just now very interesting. They say that a new understanding has been arrived at by the proprietors, or at least several of them, and the jobbers, and it is now impossible to obtain their goods except through the jobbers. In order to make sure of some sort of a profit there have been various combines of retailers in the city, and goods were bought by the gross and divided among them. Lately the manufacturers have refused to sell in that way any more, and order purchases to be made of the jobbers. This means that most of the already small profit is to be divided between the manufacturers and the jobbers, and the poor retailer is to be left out worse than ever. Still the fight is not to be given up yet. All possible effort will be made to obtain the goods in some other way. (Evidently the N. A. R. D. resolution has gone into effect in Buffalo.—Ed. AM. DRUG.)

Recent Changes.

Among recent pharmacy changes in Buffalo are the following: John P. Diehl, Jr., has left the Diehl drug store to take possession of the Warner pharmacy on High street, which he has just bought. Herbert M. Anthony has left the Riggs pharmacy and taken a position in that of E. N. Bargar. Herbert C. Deuel, for eight years in the Main street pharmacy of Dr. Gregory, and a graduate of the Buffalo College of Pharmacy, has left the business permanently and taken a position in a casualty insurance office. His successor is Charles Richards of the class of '95. B. C. P. Herbert Taylor, for a number of years with Smither & Thurstone, has severed that connection. George H. Paddock has moved his store from Niagara street to the corner of Oak and Huron streets.

The Erie County Board of Pharmacy

at the first October meeting issued licenses to Miss Louisa F. Morris, at the Fitch Dispensary, and Geo. W. Peck, with the Bennett Pharmacy, both on diplomas of the Buffalo College of Pharmacy. The board is bringing up careless druggists with a round turn. The east-side committee has sent in a long report of small delinquencies, and the west side committee will soon follow with the same. It has been some years since the board has taken up the matter, and of course there are a great many small abuses in existence, as is always the case without close surveillance. They consist in loose handling of poisons, leaving the stores without a licensed clerk and the like, all of which will be corrected easily when it is found that the board is after them.

The Buffalo Druggists' Bowling Club

has elected the following officers: President, P. M. Lockie; vice-president, Max L. Kaestner; secretary and treasurer, E. H. Randall; captain, George Reimann; assistant, C. M. Van Every; sergeant, F.

W. Buescher. The club will meet once a week during the season at Doherty's alleys, on Seneca street.

A Banquet in Syracuse.

Syracuse, Oct. 31.—The members of the Syracuse Druggists' Association held their annual reunion and banquet the other evening, with their wives, at the Crownhart Inn, Onondaga Valley. William Muench, president of the Association, acted as toastmaster, and T. W. Dalton, Charles Hubbard, E. S. Dawson, Jr., and R. E. Smith responded to toasts. After the banquet the party danced until a late hour. The affair was arranged by the following committee: Mrs. Marietta Harmon, R. E. Smith, W. B. Bissell, Charles McElwain and F. E. Champlain.

Activity of Politicians—and Druggists.

Rochester, Nov. 4.—While it may be difficult to trace any analogy between the activity of the different political parties on the eve of the coming election, and the briskness and generally improved condition of the drug trade, the fact remains that the druggists are as busy putting up prescriptions as the political leaders are in putting up candidates for the arrows of the opposing party and ultimately—they trust—for election. Indeed the improvement in the drug business is very marked, and bids fair to be a lasting one. Druggists are everywhere expressing their appreciation of the good times and are looking for a good winter trade.

ROCHESTER NOTES.

C. F. Berghorn, the well known druggist of Akron, N. Y., was here on business a few days ago.

Business in Ohio, according to the report of A. M. Spielheler, who has just returned from a business tour of that State, is exceptionally good.

John B. Kibler, who has been conducting a drug business in the dry goods store of C. H. Carroll Co., of this city, has sold his stock to them and intends to retire from the drug business.

Edward Kinney, a druggist of Arcade, Wyoming County, about 40 years of age, was found dead in his store on the morning of October 19. He had locked the door and shot himself through the heart with a rifle. Several people who had met him on his way to the store noticed nothing peculiar in his appearance. Despondency over business troubles is supposed to have been the cause of his act.

NEWS FROM HERE AND THERE.

Henry R. Binghurst, for forty years engaged in the drug business at Wilmington, Del., died recently in that city at the age of 74.

C. A. Crabtree's drug store at Durham, N. C., was burned on October 23, with a loss of about \$2,200, only partially covered by insurance.

Joseph Jacobs, of Atlanta, takes an active part in the public life of that city and his name always appears among those of the leaders in any public function, such as the reception recently tendered Admiral Schley by the city of Atlanta, in which event he took a prominent part, being chairman of one of the most important committees.

A. B. Rains has moved into his handsome stone front drug store building at Columbia, Tenn., replacing the one burned. This is said to be the handsomest drug store in the State. It would be a credit to any city. The floors are of marble, the walls and ceilings of beaten metal, and the furniture is handcarved cherry of massive design. The soda fount is of onyx and silver, and was built at a cost of several thousands of dollars.

MASSACHUSETTS.

A Smoke Talk of Alumni.

N. A. R. D. Matters Before Boston Druggists

Boston, Nov. 6.—The Association of the Alumni of the M. C. P. held a smoke talk at the American House, last Thursday evening, which proved to be a great success. The attendance was large, and it was a representative gathering. There was the usual dinner, and among those noticed at the table was S. A. D. Sheppard, Ph.G., treasurer of the A. Ph. A.; Amos R. Tilden, secretary of the Board of Pharmacy; Prof. J. W. Baird, dean of the M. C. P.; Prof. Wilbur L. Scoville, Ph.G.; Edwin W. Shedd, Ph.G., of the T. Metcalf Co.; George E. F. Donkin, Ph.G., M.D.; Prof. A. W. Balch, Ph.G., M.D.; Charles W. Davis, Ph.G.; Max W. Groll, Ph.G., M.D.; P. R. Crocker, Ph.G., and A. C. Sherman, Ph.G. President Copper occupied the chair, and after the inner man had been satisfied, introduced the guest of the evening, Gen. A. P. Martin, who gave an intensely interesting account of the battle of Gettysburg. The gathering broke up at a late hour, everyone being pleased with the affair.

Mr. Holliday to Talk N. A. R. D. to Boston Druggists.

President Cutler, of the Boston Druggists' Association, has planned an innovation for this month's meeting, which will take place at an earlier date than usual, namely, the 14th. Frank E. Holliday, of Topeka, Kan., chairman of the Executive Committee of the National Association of Retail Druggists, is to be the guest of the evening. He will speak on "How to Conduct the Retail Drug Business at a Profit." President Cutler desires a large attendance, and the subject is of so much importance that it has been decided to send notices of the meeting to all of the prominent druggists in the Hub and vicinity, irrespective of membership in the B. D. A.

Liquor Sales in Drug Stores.

Recently the chief of police of Newton has been having the books of the druggists in the city holding sixth-class liquor licenses examined for the purpose of ascertaining the number of liquor sales made in a period of ten days. The chief found that almost without exception the sale of liquor had been conducted most discreetly. The largest number of sales made was 122, and the smallest fifteen. The chief will report the result of his examination to the State Board of Pharmacy.

BOSTON ITEMS.

B. C. Cutler, M. C. P., '99, is clerking for C. E. Coombs, Ph.G.

G. L. Burroughs, M. C. P., '99, has become the owner of a store on Cambridge street.

J. T. Loftus, Ph.G., Joseph Stanton, Ph.G., and W. T. Burke, Ph.G., are all students at the Harvard Medical School.

E. Ketchum, formerly of 779 Washington street, this city, has moved his stock to the corner of Beacon and Washington streets, Brookline.

Frank A. Davidson, Ph.G., president of the T. Metcalf Co., takes an interest in affairs political and officiated as presiding officer at a recent rally held in his district.

The store of Albert M. Baker, 686 Dudley street, was the scene of a fire on the morning

of October 28. It was caused by spontaneous combustion; damage \$150.

A. G. Gigger and V. M. Usher, who clerked for C. E. Coombs, Ph.G., Massachusetts avenue, last summer are both devoting all their time to the M. C. P. work and intend to finish this year.

R. C. Hill, who attended the M. C. P. last year, has accepted an engagement at the City Hospital. Mr. Dinan, also connected with the drug department of this institution, is attending the lectures at the M. C. P.

NEW ENGLAND NOTES.

H. D. Abbott, M. C. P., '99, has bought a store on Market street, Lynn.

George H. Richardson & Co. have purchased the Southend pharmacy in Concord, N. H. Mr. Richardson was formerly with A. Perley Fitch, and holds licenses by examination from the Boards of Pharmacy of Maine, New Hampshire and Massachusetts.

Alfred Barth, Providence, R. I., had a trial by jury on October 27 on a charge of selling liquor contrary to law. The evidence was from three professional "spotters," who testified to purchasing liquor. The jury refused to accept the evidence and returned a verdict of not guilty.

Chester F. Hill, 18 years old, was arrested October 27 on the charge of the larceny of \$23 from George E. Grover, East Somerville. He was arraigned in the police court and pleaded guilty to the charge, and the case was continued for sentence. Hill has been employed as clerk at Mr. Grover's store. When Mr. Grover was at breakfast on the morning of October 26, Hill took the money and left.

GEORGIA.

Revival in Business.

Cotton Crops Good and Everybody Happy.

Atlanta, Nov. 2.—Druggists throughout the State are experiencing a general revival in business. Reports from every section go to show that the promised "good times" are in a way materializing. The druggists in the smaller towns depend upon the condition of the crops and the price of cotton, and as both are favorable to them this year they are happy.

ATLANTA NEWS NOTES.

Jacobs Pharmacy Co., which operate four stores in this city, have opened a branch store at Birmingham, Ala.

R. M. Sloan, who represents the Lamar & Rankin Drug Co., is just recovering from an attack of appendicitis.

Albert Fox, formerly with Benjamin's pharmacy, Atlanta, has opened the Fox Pharmacy Co. of Birmingham, Ala.

Mr. Dunwoody, who has been in charge of Palmer's Peachtree store, has retired from the profession and embarked in the insurance business.

Dan T. Heery, formerly the proprietor of the Equitable pharmacy, is now connected with the Lamar & Rankin Drug Co. in their city department.

J. Stovall Smith, formerly of the Stovall Smith Drug Co., wholesale and retail druggists, Atlanta, is now representing Meyer Bros., of St. Louis, Mo., in this section.

Dr. G. R. Sherriff, formerly of Huntingdon, Canada, has bought the store of D. T. Heery and is now located in the Farlinger Apartment House, on Peachtree street.

On November 1 a change took place in the Georgia Board of Pharmaceutical Examiners. H. A. Slack, Jr., of Lagrange, retires and he is succeeded by Max Morris, of Macon. Dr. Slack has been connected with the board for a number of years and has the esteem of every druggist in the State. He has always been zealous in the uplifting of pharmacy in the State and it has been through his efforts, more than any other source, that we now have the stringent pharmacy laws on our statute books. Mr. Morris is quite a young man, but well equipped to fill the responsible position to which the Governor has appointed him.

PENNSYLVANIA.

A Big Quinine Pill Order.

ARRESTED ON THE CHARGE OF THEFT.

New Officers for the Philadelphia Drug Co.

Philadelphia, Nov. 5.—For some time past Smith, Kline & French Co. have been looking for the people that have been stealing from them, for while the peculation did not amount to a very large sum, the total was considerably greater than the firm wished to lose. The 30th of October, Jacob Engard, who has been in the receiving and shipping room of this establishment, and has been with the house for 15 years, was arrested and held to await the action of the court.

The S., K. & F. Sick Benefit Fund.

While the Smith, Kline & French Sick & Relief Co. have only been in existence a short time, it has done good work among the employes of this large establishment. Owing to the number of cases of sickness the treasurer has not been able to accumulate a large sum of money, but the payments have been enough to satisfy all claims.

At the Export Exposition.

The desire on the part of visitors to carry away as many mementoes of the occasion as possible is one of the features of exhibitions. Shrewd advertisers take advantage of this phase of human nature by giving away samples of their goods, etc. Hance Bros. & White are acting on this principle at the Export Exposition, in Philadelphia. The way people rush to get possession of the Japanese cotton frogs that are given out at the H. B. & W.'s stand is one of the sights of the place. Clothes are torn and buttons pulled off in the melee. As a result H. B. & W.'s is the only pharmaceutical exhibit that receives any particular attention. Even at times when no distribution is going on it is referred to and pointed out by one sight-seer to another as "the place where they give away those frogs."

Officers of the Philadelphia Drug Co.

At an adjourned meeting of the partners of the Philadelphia Drug Co., held October 31, the following gentlemen were elected to serve as directors for the ensuing year: James Buckman, E. R. Gatehil, E. M. Boring, W. McIntyre, D. H. Ross, Otto Kraus and J. A. Eberly, also Robt. C. Brodie, treasurer, and W. F. Steinmitz, secretary.

Seven and a Half Million Grains of Quinine.

John Wyeth & Bro., of this city, have been awarded a contract by the U. S. Government, for quinine pills, aggregating 7,500,000 grains. There were bids received from nearly all the manufacturers in the country, but the bid of the Philadelphia firm was the lowest.

PENNSYLVANIA NOTES.

John M. Taney & Co., of Johnstown, Pa., have entered the ranks of all-night pharmacists.

Dr. William F. Hayden, a druggist of South Main street, Greensburg, was married on October 25 to Miss Maggie Martin.

John P. Jacobs, a druggist of Allegheny street, Altoona, was married on October 25 to Miss Clyde E. Moore, of Scotch Valley.

B. Frank Davis has bought the Morse's drug store, at Eleventh and South streets. He intends making a large number of alterations to it.

F. W. Stevenson has opened a new store at Thirty-seventh and Spring Garden streets, which he has fitted out in a magnificent manner.

F. M. Apple, the former owner of the drug store at Seventeenth and York streets, is giving demonstration of malted milk at the National Export Exposition.

S. W. Strunk, who, for a number of years past, has been a clerk for E. S. Powers, at Fifteenth and Montgomery avenue, has secured possession of the store.

Mr. Thomas has opened a new drug store at 3528 Wharton street. This is a growing locality, and it is thought there is a good field for a live and wide-awake druggist.

The pharmacy of W. S. Thompson, at 703 Fifteenth street, N. W. Washington, caught fire on the 1st inst., and W. L. Hurxthal, the night prescription clerk, had a narrow escape from death.

The Hance Pharmacal Co. is a new concern here, who have started in the business of making pharmaceutical preparations. They have opened an establishment on Race street, near Fourth.

John F. Frames, the proprietor of the pharmacy at Gay and Aisquith streets, Baltimore, recently paid a flying visit to Philadelphia, and called on his old friends who are in the drug business in this city.

Hance Bros. & White, of this city, who recently completed the enlargement of their laboratories, find their business has already assumed such proportions as to demand more room, and mechanics are again busy at work adding to their extensive plant.

William McCorkle, of Twelfth and Somerset streets, is now hunting for the man who ran into him the other day with a bicycle while he was crossing the street. Mr. McCorkle prided himself on his beautiful teeth, but the jar was too much, and two of his front molars are missing.

W. L. Cliffe, one of the leading and most prosperous druggists in this city, is enjoying a well-needed rest in Mexico. In one of his letters he is very enthusiastic over our neighbor, and states that if some wide-awake person would only come down there and do business as it is done in the north, a fortune would soon be accumulated. Mr. Cliffe, however, does not intend to stay at this place forever.

OHIO.

After the Meeting.

Minor News Notes.

Cincinnati, O., Nov. 5.—The recent convention of the National Association of Retail Druggists in this city is still being discussed in Cincinnati and throughout the State. Many druggists who failed to attend are now sorry that they did not lend their presence, and members of the craft assert that the next gathering will be much larger. That the pharmacists of the Queen City of the West did their best to entertain their visiting brethren is attested by the nice press notices that have appeared in various trade papers throughout the country. Local druggists point with pardonable pride to the fact that they laid aside business cares and worry for the week, and devoted their entire time to seeing that visitors had a good time. The trolley rides about the city were much enjoyed by the delegates, who were loud in their praises of the beautiful suburbs of Cincinnati.

At the hotels the employes were instructed to leave nothing undone to make everybody feel at home. That these instructions were carried out to the letter

was shown by the kindly words spoken by visitors at the various hostelries. Aside from discussing the evils of the trade, the gathering did much good, and many druggists will, in the future, take their annual vacations at such a time as to be able to enjoy similar conventions that are to be. From a social standpoint the convention was prolific of good, and many old friends who had not seen each other for a long time were afforded the opportunity of renewing friendships. Representatives of the Proprietary Association and kindred organizations were more than delighted because of the chance given them to meet personally and talk with the flower of the retail drug business from all portions of the United States. That the organization of the retailers will continue to grow and become a potent factor in regulating evils is now conceded on all sides, and members are happy in the thought that, while doing something for themselves, the social intercourse makes the work as pleasant as it is profitable.

HEARD AROUND TOWN.

N. Ashley Lloyd is in Cleveland.

R. H. Weatherhead has entered politics.

The attendance at the College of Pharmacy is very large.

Bob West, representing Hale, Justus & Co., was here last Sunday.

James B. Wood, the Maysville druggist, was in Cincinnati last week.

B. F. Goddard, the Lynchburg pharmacist, is visiting friends in southern Indiana.

C. E. Creelius, the New Albany druggist, is secretary of the Hoosier Board of Pharmacy.

A son of J. W. Reneker, the Cynthiana, Ky., druggist, is attending the College of Pharmacy here.

Louis Roettig, formerly with Werner & Simonson, has purchased the Adderly pharmacy in Mt. Auburn.

J. C. Hudson, the veteran druggist of College Corners, Ohio, was visiting friends in Cincinnati last week.

Albert De Lang was one of the busiest men at the recent convention of the National Association of Retail Druggists.

H. W. Steggemiller, the Baymiller street druggist, has been sued for \$5,000 damages for the alleged mistake of a clerk.

Dr. Emil Rothe, who is well known to the local druggists, was a candidate for representative on the Citizens' ticket.

Dr. William H. Terrel, the Louisville druggist who died recently, was 65 years old and well liked in the Falls City.

Mr. Friemetz, who has been ill for some time, has returned from Martinsville, Ind., where he was entertained by relatives.

The drug store of William Merrifield, at Salt Lick, Ky., was destroyed by fire recently, and the loss was fully covered by insurance. Mr. Merrifield will rebuild at once.

The Ohio Valley Druggists' Association, which was organized in August, is thriving and is a branch of the N. A. R. D. C. M. Jones, of Parkersburg, W. V., is the president.

W. J. Ewing, Dillsboro, Ind.; W. A. Thomas, Richmond, Ky.; J. O. Arnold, Waynesville, O.; G. W. Racer, Jamestown, O., and J. D. Hanon, of Ironton, O., were here recently.

W. T. McElrod, Williamsburg; O. H. T. Peterson and H. L. Day, of Blanchester; W. P. Jenkins, of Dayton; J. D. McCarthy, Mt. Salem, Ky.; C. H. Graw, Dayton, O.; G. R. Kemper, Osgood, Ind., and Joseph Quartman, of Minster, O., were here recently.

MICHIGAN.

Detroit, Nov. 5.—The drug market in this locality continues in a very healthy condition; indeed, the conditions governing at present are far more favorable than those for a number of seasons past, at the same time. Collections are uniformly good, demand is brisk and trade in all branches active. Prices on nearly all staples remain firm and practically unchanged.

Not a Trust.

A recent issue of the "News" says: The "Oil, Paint and Drug Reporter" recently published a report that commercial travelers thrown out of employment by the consolidation of drug houses into the Lake Erie Drug Exchange are making an attempt to establish a big competitive wholesale house in the middle West. This statement is vigorously denied by Williams, Davis, Brooks & Hinchman Sons, of Detroit, who wrote a letter this morning to the trade journal which published the erroneous report. "We are members of the Lake Erie Drug Exchange," said the letter, "but there has been no consolidation of big drug houses, and hence no travelers thrown out of employment. The story is a fake made out of whole cloth by some disgruntled traveler. We expect to have the same number of travelers we have had for two years, expect to make no changes, and do not contemplate going into any consolidation or trust. Referring to the Lake Erie Drug Exchange, it is a social organization and has been in operation 12 or 15 years."

MICHIGAN NEWS NOTES.

Erwell Brady is now clerking in S. E. Hamilton's drug store at Lawton.

Howard M. Rouse is now clerking in the Bell drug store at Benton Harbor.

A. H. Wiggins, of Lawrence, has removed his drug store from that place to Benton Harbor.

S. C. Paull is now in charge of the drug department of the F. S. Hargrave Co.'s store at Laurium.

Horace Cobb succeeds Benj. Edmunds as prescription clerk in F. M. Fisk's drug store at Cassopolis.

A. E. McCulloch, who recently lost his stock of drugs at Berlin, by fire, has re-embarked in business again.

C. E. Sheely, of Bad Axe, has accepted a position with L. J. Richter, the Gratiot street druggist, at Saginaw.

E. D. Fuller has sold the Patterson stock of drugs and groceries at Lyons to Hugh Kelley, who will remove it to the Town Building.

Clinton Joseph has sold his interest in the drug and grocery stock of Greening & Joseph at Quincy, to his partner, and will continue in the store as clerk.

W. P. Harris, formerly in the employ of A. Eckerman, has purchased the John A. Tinkhalt drug stock at Muskegon, and will continue the business in his own name.

Ray Burlingame has purchased an interest in the drug stock of his employer, C. L. Sherwood, at Dowagiac, and the business will be continued under the firm name of Sherwood & Burlingame.

J. M. Crombie, of Ypsilanti, has sold his Central Drug Store at that place to Duane Spaulsberg, who has been connected with the drug business of C. W. Rogers & Co. for about seven years.

Ned M. Bristol, who was for many years manager of the Central Drug Store at Ypsilanti, but for the past four years in the prescription

department of the F. J. Hargrave Co.'s store to his old place.

Jos. La Croix, until recently manager of the Carrier Pharmacy at Bay City, has severed his connection with that establishment and has become interested with Chas. L. Carey in the Valley Drug Store.

Advertising Druggists.

Of all the States in the Union Texas takes the prize for its number of advertising druggists. About every druggist in that State seems to be awake to the business to be gained by advertising, and they are willing to take hold of any original advertising idea which may be presented to them. Of the large cities Philadelphia has as large a percentage of advertising druggists as any. These estimates are based on a thorough canvass of the field. Western druggists are better and larger advertisers than the druggists in the East, and Southern druggists are a close second. The Eastern druggists are the poorest advertisers of the lot. Out of 3,500 druggists in New England less than 400 advertise in any form.—Michigan Tradesman.

ILLINOIS.

Permanent Quarters for the Retail Association.

JOLLY TIMES AT JOLIET.

Opposed to the Flag Law.

Chicago, Ill., Nov. 4.—The Retail Druggists' Association of Chicago is strengthening its organization all the time and branching out in a very businesslike manner. The latest thing is a general office for the Association in room No. 907 of the Association Building, on La Salle street. The quarters are handsomely furnished and still more handsomely officered. T. V. Wooten is in charge, and with his corps of stenographers and assistants presents a very businesslike appearance. New members are being rapidly enrolled and the work of the organization pushed vigorously in every direction.

At the last meeting of the Association the annual dues were increased from \$1 to \$3 per annum, as it was found the smaller assessment did not furnish sufficient funds to carry on the work in a proper manner. The committee that was appointed to confer with a Chicago manufacturing concern relative to their practice of selling to department stores and other cutters made a very favorable report to the effect that the firm was ready and willing to discontinue such sales. This was considered a very satisfactory step in the right direction, and consultations with other concerns are expected to result similarly. The firm that has come into the fold also volunteered that they would consult with others in their line and endeavor to make their action uniform and national, so as to meet the views of the National Association of Retail Druggists on the question of cutters.

Flag Law Unconstitutional.

Later advices are to the effect that the flag law has been declared unconstitutional.

The Certificate Plan.

President Wooten enlightened the members about the success of the certificate plan of the Association. He said it was the only open sesame for an agent approaching a druggist in Chicago. If the representative of no matter what house or line of goods did not have the certificate from the Association the druggists were refusing to even talk with him. Mr. Wooten hopes to see the certificate plan uniformly adopted in Chicago, if not throughout the country.

Soren Mathison resigned as vice-president of the Association and Sidney E. Yoemans was elected to succeed him.

Over a Thousand Retailers.

Some idea of the extent of the retail drug business in Chicago can be gained from the fact that there are over 1,000 stores dealing almost exclusively in drugs within the corporate limits of the city. The August trade the wholesale men report to have been the largest in the history of the trade in this city, and September shows a big increase in number and size of orders received.

Outing of the Veterans.

The Veteran Druggists' Association had another outing last week, making a trip to the penitentiary at Joliet and inspecting the Drainage Canal on the way. The organization went as the guest of H. H. Green, one of the penitentiary commissioners. The party traveled in style on a special train, accompanied by many guests and the Drainage Canal Commissioners themselves. At the penitentiary the visitors were received and shown through the institution. In the institution some familiar faces were seen by the visitors, although they were partially disguised by the sober, striped gray uniform of the convict. One case was that of a young man, who, while acting as a clerk in a Chicago drug store, made an error in compounding a prescription and caused the death of the victim of the error. In consequence he was given a life sentence, and is engaged in the pharmacy department of the penitentiary preparing drugs for the use of the convicts. Other convicts recognized acquaintances in the party and, receiving the permission of the keepers to speak, came forward and greeted their former friends. Altogether it was an interesting, but saddening, spectacle.

The seriousness of the surroundings was dispelled, however, when the party sat down to a bountiful repast as the guests of Mr. and Mrs. Green. The joys of the table soon enlivened their spirits, and the song of Mrs. Charles E. Matthews and the recitation of Miss Jeanette Blocki brought the party back to their wonted gaiety. Dr. T. J. O'Malley, the chief surgeon of the institution and a hero of the war with Spain, added much to the enjoyment of the visitors. John Blocki, that past grand master in courtesy and good fellowship, did the honors for the visitors. Taking leave of their friends at the prison, the special train made the trip along the Drainage Canal and permitted the travelers to inspect the great work. The party got back to the city the same evening, tired with the pleasures of a well-spent day.

Oppose the State Flag Law.

During the latter part of October the Chicago Retail Druggists' Association raised the standard of revolt against the State flag law. A committee was ap-

pointed to gather evidence of fraudulent prosecutions under the law. The result of their labors will be laid before Corporation Counsel Walker. The meeting was held at 412 Masonic Temple and 200 druggists were present. The flag law and the State law prohibiting the sale of tobacco to minors were jointly denounced as "effecting no public good" and "serving no purpose other than to profit mercenary prosecutors." The Association agreed to carry future cases to the higher courts. The case of August Jacobson, set for trial on Nov. 15 in Justice La Buy's court, will be appealed if the defendant is found guilty.

The committee appointed to act on behalf of the Association is:

T. V. Wooten, Bruno Batt, John Hottinger, L. K. Waldron, J. B. Farral, Charles Lange, Charles W. Grassley, Fred Haeger, Walter H. Gale, C. E. Marshall, Fred Eichberg.

L. K. Waldron and Soren Mathison said that many of the druggists had been prosecuted and forced to pay fines after they had destroyed goods bearing the flag on trade mark or wrapper.

Three judges of the Superior Court, sitting en banc, will consider the question of the constitutionality of the flag law. The matter comes before the court on the petition of Frederick A. R. Sontag, Chicago agent for the Anheuser-Busch Brewing Association of St. Louis, who has been arrested on five warrants sworn out by Henry Winn before Justice O. H. McConoughey, of Logan Square, charging him with violation of the act in selling the goods of the brewing company under its trade-mark.

Albert E. Ebert, of 426 State street, was charged last week with violating the flag law, in selling some cigars which were advertised by symbols of the American flag. The complaining witness was T. F. Burns, who has had, it is said, several merchants arrested on the same charge. Justice Quinn dismissed the case. No more prosecutions under the so-called flag law will be tolerated by the authorities until the constitutionality of the measure can be passed upon by the higher courts.

CHICAGO NEWS NOTES.

Geo. H. Rives was in the city during the week.

R. Cordty has succeeded R. F. Reese at 1568 Clybourne avenue.

B. B. Batt has succeeded J. W. Blood at 436 Forty-third street.

C. O. Lindstrom & Co, succeed R. Truppel at 96 North Wells street.

A. R. Bremer, of the Coke Dandruff Cure, is making an eastern trip.

P. W. Jacobus has bought out Schroeder and Van Nice, 2030 Cleveland avenue.

W. B. Packard has opened a new store at Seventy-ninth and Sherman streets.

W. A. Hover, of W. A. Hover & Co., the Denver, Col., wholesalers, was in town last week.

L. B. Bridham, of the Bridham-Quereau Drug Co., Denver, Col., visited Chicago last week.

Harold Sorbey, of the Pasteur Vaccine Co., has gone on a business trip to the southwest. He will visit Kansas City and Fort Worth, Tex., among other points, conferring with local managers at all points.

The Rural Chemical Works of Chicago have been incorporated with a capital stock of \$5,000 for the purpose of manufacturing chemical preparations and flavoring extracts. The incorporators are given as Lois A. Van Dike, James Turneck and W. E. Seidel.

O. B. Hannan, manager of the pharmaceutical department of Strong, Cobb & Co., Cleveland, was in town last week spinning yarns and dodging hoodoos. After the series of catastrophes he reported en route to Chicago, his Chicago friends are anxious to know if he got home safely.

It seems the irony of fate that the child of a druggist should suffer from the effects of improper vaccination. Such, however, was the case with little Marguerite Fahnestock, the daughter of Frank Fahnestock, buyer for a wholesale drug house in this city. The Board of Education may be sued for damages in connection with the case, as a similar case had to be settled by paying a claim a year ago.

Three highwaymen entered the drug store of Jas. Guthrie, at 603 West Fourteenth street shortly before 6 o'clock Thursday night, and after compelling Guthrie to walk to a back room at the point of their revolvers secured the contents of the cash register, amounting to \$15, and made their escape. Guthrie was alone in his store when the three young men entered. They all had handkerchiefs tied across the lower part of their faces. When the men left Guthrie slipped out of a back door and chased them, without success. Detectives Birmingham and Kirby later arrested a man at Fourteenth street and Blue Island avenue whom they suspect of being connected with the robbery.

MISSOURI.

Effort to Organize Co-operative Buyers.

Minor News Notes.

St. Louis, Nov. 5.—Mr. Geo. T. Langhelle, formerly a traveling salesman for various eastern pharmaceutical concerns, sent out postal cards to a large proportion of the local retail druggists, calling a meeting at 1025 Century building, on the afternoon of Nov. 2. The object of the meeting was to organize a wholesale association for the purchasing of all leading proprietary preparations, chemicals, cigars, sundries, etc. About a dozen members of the profession were present, and the various plans and prospects were thoroughly discussed. Mr. Langhelle's idea was to organize a stock company of, say, 100 druggists, and each put in \$100, and have a purchasing agent with an office and distributing headquarters at some convenient place here in the city. He claimed that New York, Philadelphia and Chicago had similar organizations which had proved quite successful, and his desire was to run this one on the same plan as those. There was absolutely nothing done at the meeting, as not all present by any means were in sympathy with the movement. Mr. Langhelle will now probably go around and see the druggists in person.

Your correspondent interviewed a number of the leading members of the trade in reference to the movement, and every one of them was strongly opposed to the scheme. In the very first place, they all seemed to think that if any such organization was gotten up, it should be done by some St. Louis man, and some one whom they know. In the second place, none of them seemed to think that such a plan could be successfully worked here in this city. The druggists seem to have a very kindly feeling towards the wholesale drug firms of this city, and to realize that they can purchase from them at as close a figure as they could by organizing such a concern as Mr. Langhelle proposes. Thos. Layton, Dr. Otto Claus, H. F. Hassebrock, J. M. Good, H. F. A. Spilker, R. S. Vitt, Theo. F. Hagenow, L. A. Seits, and various other prominent members of the profession expressed them-

selves as opposed to the movement and having little faith in the success of such a scheme.

CITY NEWS.

C. D. Merrem is opening a new drug store at Shenandoah and California avenues.

George Arnot has purchased the Ameling pharmacy, at 1806 South Broadway.

The St. Louis Drug Clerks' Society will give their annual ball on the night of November 18.

I. B. Grooms has sold his drug store at Fourteenth street and Washington avenue to Mr. Eslinger.

H. O. Koenig has purchased I. L. Oschner's pharmacy at Twenty-second street and Clark avenue.

The St. Louis Drug Clerks' Society will give their annual ball at Pickwick Hall on the night of November 18.

Alfred O. Smith, a prominent north side drug clerk, was married on October 15 to Miss Ethel Ritter, of Ritter Station, Mo.

C. A. Niemeyer, of the Niemeyer Drug and Paint Co., has purchased the Vane-Calvert Paint Co., at 616 North Main street.

A. C. Stoffer is now a member of the firm of the Niemeyer Drug and Paint Co., at 1434 South Broadway. He has been manager of the store for some time.

The Alumni Association of the St. Louis College of Pharmacy will give a masquerade ball early in February. This will take the place of their annual entertainment.

The employees of the Meyer Bros. Drug Co. will give their ball at Concordia Club Hall, 1414 Chouteau avenue, on the night of November 18. The date formerly decided upon was December 1.

The Meyer Bros. Drug Co. received the contract for furnishing the city with medicines for the third quarter of the year, beginning October 15. The amount is a trifle over twenty-two hundred dollars.

Business is very quiet all over the city just at present. Even at the City Dispensary during the past month there were not over half as many patients came there for treatment as the average number for six months past.

Paul Groene has sold his drug store at Broadway and Lami streets to Wm. Brausch, who has moved the stand to Thirteenth and O'Fallon streets. Mr. Groene is now clerking for B. J. Otto, at Pestalozzi street and Lemp avenue.

The Druggists' Cocked Hat League has been organized, officers elected, and they will commence work in about a week. The following is a list of the teams with their respective officers: President, Dr. A. G. Enderle; Vice-President, F. W. Neu; Secretary and Treasurer, Paul Schneider.

Catnips,
Junipers,
Burdock,
Mustards,
Dandelions,
Chamomiles,

Wm. H. Kahre,
B. C. Nieman,
F. Asmann,
F. W. Neu,
W. A. Biltz,
Ollie Wurmb.

The following is a list of the visiting druggists who have registered at the various wholesale houses during the last few days: Harry H. Cline, Marion, Ill.; F. S. Jones, Callao, Mo.; W. E. Morgan, Eldorado, Tex.; C. C. Lemley, Hot Springs, Ark.; J. McCammon, Pine Bluff, Ark.; Mr. Schwartz, Salem, Ill.; W. W. Roberts, Hallsville, Mo.; Dr. R. H. Talbott, Winfield, Mo.; Mr. Thomason, Arkadelphia, Ark.; Mr. Goode, Magnolia, Ark.; Mr. Miller, Fulton, Ky.; W. P. Klapp, Jonesboro, Ark.; Mr. Meyer, Pilot Knob, Mo.; A. L. Morgan, Camden, Ark.; Hugh Montgrave, Prescott, Ark.; E. M. Hall, Arkadelphia, Ark.; E. E. Shendell, Hot Springs, Ark.; J. W. Fletscher, Batesville, Ark.; W. E. Jones, New Port, Ark.; W. W. Dutton, New Port, Ark.; J. M. Rector, Nashville, Ark.; Mr. Smith, Wagoner, I. T.; F. J. Bower, Shreveport, La.; O. M. Nelson, Makame, Mo.; J. M. Wright, Chester, Ill.; E. Douglass, Hillsboro, Ill., and F. C. Pauley, Pekin, Ill.



Review of the Wholesale Drug Market.

It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.

NEW YORK, Nov. 9, 1899.

Condition of Trade.

TRADER in the general line of drugs has been fairly active during the fortnight. The tone of the market continues strong, and we have numerous advances to report, with the tendency upward on most staple articles. Quinine continues to develop strength, in view of the increased interest being taken in bark, and we have to record another advance. Opium is weaker, under the influence of competition, and the absence of speculative interest. As the seasonable demand for cod liver oil begins to be felt, prices are hardening at primary sources, and quotations are higher. The consuming season for citric acid having passed, the usual reduction in price has been announced by American manufacturers, but the prospects of any further decline, or for a continuation of offerings at the present range are not good, since efforts are being made in more than one quarter to control the production. The position of the narcotic herbs continues firm, owing to scarcity of stock, and belladonna has marked another sharp advance. The trouble in the Transvaal affects the collection of buchu leaf, and prices are hardening, in anticipation of a cessation of supplies. The fall business has proved very satisfactory to date, though buying for speculative account has not figured to any extent in the satisfaction. Prices are generally firm, with a decided upward tendency. The changes of the fortnight are indicated in the following review:

HIGHER.

Quinine.
Camphor.
Balsam copaiba.
Cod liver oil.
Ergot.
Aloes.
Buchu leaves.
Belladonna.
Wood alcohol.
Cacao butter.
Cantharides.
Oil pennyroyal.
Oil sassafras.
Oil wintergreen.
Linseed oil.

LOWER.

Citric acid.
Carbolic acid.
Opium.
Acetanilid.
Boric acid.
Picric acid.
Tannic acid.
Balsam Peru.
Gum kino.

DRUGS.

Acetanilid is offered more freely from manufacturers, and considerable competition is going on, with the result that prices are being shaded, and ordinary jobbing quantities can be purchased at 22½c., while smaller lots are changing hands at an advance of 1½c. on this figure.

Alcohol, grain, is passing out in about the usual quantity at unchanged quotations, leading members of the trust quoting \$2.42 to \$2.44 as to quantity, less the usual rebate. Wood has been advanced by the manufacturers another 10c. per gallon, and 95 per cent is now quoted 90c.; 97 per cent, 95c.; alcoholene, \$1.20, and Columbian spirit, \$1.50.

Aloin reflects the position of the crude gum, and values are well sustained at 40c. to 45c.

Arnica flowers are in better demand and firmer; the available supply is small and holders are firm in their views at 9c. to 10c.

Balsam copaiba is held higher, prime Central American being now quoted 40c. and Para 45c.

Balsam tolu is in active demand, and the bulk of the cheap lots in second hands have been cleared up. Holders now refuse to shade 31c., with 31c. to 33c. the common quotation.

Balsam Peru is in liberal supply, and with an absence of interest on the part of dealers, holders show a tendency to modify their views, and recent offerings have been at \$1.70.

Buchu leaves are actively inquired for, the bulk of the demand coming from interior points, where dealers are operating with a view to anticipate any possible scarcity. Long leaf is held steadily at 22c. to 24c., which is an advance over the last price quoted. Short are maintained with firmness, but quotations are unchanged at 23c. to 30c., as to quantity and quality.

Cod liver oil is meeting with a better inquiry, and quotations are hardening with recent sales at \$27.00, though a lot of 100 bbls. changed hands this week at \$26.50. A shortage is anticipated, and some predict higher prices. Advices from primary sources indicate that the stock in the hands of at least one large manufacturer is exhausted, and it is intimated that there is not enough oil in primary markets to supply the November requirements.

Cacao butter is in lessened supply and bulk is held at an advance over previous quotations, or, say, 39c. to 40c.; cakes in 12-lb. boxes quoted 40c. to 43c. as to brand.

Conium fruit in common with the other narcotic herbs is in light supply, and the available stock is well concentrated, with prices advanced to the basis of 10c.

Cantharides remain quiet, though values are yet firmly maintained at 53c. to 55c. for Russian. Chinese, whole, are almost out of market, and only powdered offers at 60c.

Cassia buds at the published quotation are not taken with any spirit. For strictly choice quality 26c. is asked.

Colocynth apples are wanted to a fair extent in a jobbing way, and we hear of numerous sales of this kind, the transactions being at 17c. to 20c. for Spanish, and 41c. to 43c. for Trieste. There is a slight scarcity of stock at primary sources.

Damiana leaves are maintained at 7c. to 8c., but we learn of few sales making beyond the ordinary jobbing demand. Quoted 7c. to 8c.

Ergot is held with increased firmness, and holders make no attempt to urge their goods. The lowest inside price for Russian is now 55c., while Spanish is very

scarce, and held at 65c. to 67c., with the genuine variety almost out of market.

Guarana is in light supply, and holders are firmer in their views at 40c. to 45c.

Glycerin is in better demand, and the approach of the consuming season disposes holders to be more firm in their views, and C. P. in drums is quoted 14½c. to 15c.; barrels, 15c. to 16½c., and cans 15½c. to 18c.

Haarlem Oil is reported firmer in the foreign market, and holders offer less freely, though sales are being made at the previous range of \$2 to \$2.50, according to package.

Menthol is scarcer, and, costing higher to import, holders in this market have advanced their quotations to the range of \$2.50 to \$2.60, at which price supplies are offered sparingly.

Opium has remained very quiet during the fortnight, and values have eased off a trifle, and are now barely steady at \$3.12½ to \$3.15, with a sale reported down to \$3.10. Some competition exists among holders, and the advantage is in favor of buyers. Powdered sells fairly at \$4.00 and \$4.15 as to test and quantity.

Quinine is in better demand for consumption, and held with increased firmness. Domestic manufactures quote 29c. to 30c. "without offer," and lots from second hands are not now obtainable below this figure. Supplies of bark are not being received in the usual quantity at manufacturing centres. Recent bark sales have yielded higher prices, and this, coupled with an increased demand, has served to harden values, to bring values up to the present range, where quotations are made "without offer," a circumstance which points to a probable further advance.

Thymol is extremely scarce, and supplies are well concentrated, with holders now quoting \$2.75 to \$3.00.

Vanilla beans are held with less firmness. The new crop promises to be fairly abundant, and with supply carried over from this year, the market promises to be well loaded up. Holders are more free to offer, and recent sales have been at a decline from previous prices, or, say, \$10.00 to \$13.75 for whole Mexican, \$8.50 to \$9.00 for prime cut, \$4.50 to \$9.00 for bourbon and \$1.75 to \$2.00 for Tahiti.

DYESTUFFS.

Albumen, blood, is quoted 15c. to 20c. with a fair demand experienced.

Gambier has shown no change of importance during the fortnight; the market is quiet, with 3c. to 3½c. quoted for ex-dock and sail ex-store respectively.

Nutgalls remain quiet. We hear of small sales of blue Aleppo at 15c. to 16c.

Prussiate of potash is weak and irregular, with 19c. to 19½c. quoted.

CHEMICALS.

Alum is meeting with about the usual demand, and sales of ground are making at \$1.85 to \$1.95 and lump \$1.75 to \$1.85.

Acetate of lime continues in good, steady demand, with prices well maintained at the recent advance to 90c. to 95c. for brown and \$1.40 to \$1.45 for gray.

Ammonia carbonate is jobbing fairly at the range of 8½c. to 8¾c. for domestic and English, the outside price being named for the latter.

Ammonium muriate (salomoniac) continues in active demand and firm at 6½c.

to 6½c. for rough grain, 6½c. to 7c. for white grain, 7c. to 7½c. for electric quality and 9½c. to 9¾c. for lump.

Bleaching powder is passing out into channels of consumption in fair quantity, and values are maintained with more firmness, owing to slight scarcity; \$1.80 to \$2 is quoted, as to quantity and quality.

Carbonate of potash has improved in the interval, and the quotations have advanced, in sympathy with higher foreign market, dealers now naming 4½c. to 6½c., as to quality.

Citric acid is lower from domestic manufacturers, who now quote 35c. to 35½c. in kegs. The usual seasonal decline in demand is being experienced.

Chlorate of potash is easier and crystals and powdered are both quoted lower, or say 9½c. to 9¾c., and 9½c. to 9¾c. for crystals and powdered, respectively.

Cream tartar is maintained at 23½c. to 23¾c., and 23½c. to 24c. for crystals and powdered, respectively. The demand at the moment is rather limited in character.

Mercurials are higher in line with the increased cost of quicksilver, and the revised range will be found in our prices current.

Nitrate of silver is without change, from 39c. to 40½c. per ounce. The demand continues of average proportions.

Quicksilver is jobbing moderately, at the range of 66c. to 67c.

Tartaric acid is finding steady sale at manufacturers' quotations—32c. to 32½c.

ESSENTIAL OILS.

Anise is meeting with increased inquiry and holders are firmer in their views at the range of \$1.52 to \$1.60.

Camphor continues to harden in value, in line with our prediction of several months ago, and holders now name 9c. to 12c. as acceptable.

Cassia is selling fairly in small quantities, at 95c. to \$1.10.

Clove is higher and firmer, in sympathy with the price of spice, and we now quote 55c. to 60c.

Croton is easier, and recent sales were at \$1 to \$1.10.

Fleabane is in improved position, and quotations have been advanced to 75c. to 80c.

Pennyroyal is scarce and firmer, and dealers now quote \$1.25 to \$1.35, with a fair business reported at this range.

Sassafras is in improved demand, and with a slight scarcity of stock, quotations have been marked up to 40c. to 45c. for natural. Artificial is also firmer, in sympathy with the price of camphor oil, and 36c. is named for prime 1.070 sp. gr.

Wintergreen has declined to 95c. to \$1.05.

GUMS.

Aloes are firmer for nearly all varieties; Cape is about out of market, and quoted nominal. Curacao has hardened materially, and while small lots could doubtless be picked up at 4½c. from second hands, the regular quotation is 5c. There has been a good export business during the fortnight, London paying 25 shillings per cwt., the equivalent of 5½c. here.

Kino is in better supply, and offers more freely at 90c. to 95c.

Other varieties of druggists' gums remain steady in price and met with fair sale.

ROOTS.

Aconite is scarce and firm, at 16½c. to 17c.

Belladonna, German, is maintained firmly at the previous quotation of 9c. to 12c.

Golden seal remains quiet, but the market is steady in tone at 58c. to 60c.

Ipecac continues in moderate demand, at a slight appreciation, or say, \$3.60 to \$3.75.

Pink is well sustained at 20c. to 22c.

Senega remains quiet but firm, at 40c. for Southern and 50c. for Western.

SEEDS.

Canary, Smyrna, is in improved position, and spot quotations have advanced to 6½c. to 6¾c.

Caraway is scarce and firm at 6½c. to 6¾c.

Coriander is maintained with more firmness, and recent sales were at 3½c. to 3¾c.

Other varieties are held as before with jobbing sales.

Hints To Buyers.

The great majority of druggists could use to advantage in their business a tablet machine. We therefore commend to the attention of our readers the advertisement of the F. J. Stokes Machine Co., of Thirteenth and Willow streets, Philadelphia. This machine is not alone of quite moderate price, but after many years' experience has shown itself to be mechanically perfect and well adapted to the manufacture of tablets of practically every drug.

The old-established house of E. Fougere & Co., 26-30 North William street, New York, appear in this issue with an announcement of their French and English medicinal preparations as well as a number of proprietary articles. A catalogue will be sent upon application.

The well-known and exquisite chocolates and bonbons manufactured by Winthrop M. Baker, 545 Atlantic avenue, Boston, are offered direct to the retail trade and wherever possible under exclusive agency. The great popularity of these goods and the handsome margin of profit they afford makes them particularly desirable for a place in the druggist's show case. A complete price-list will be sent upon application.

There are certain features about the perfumes manufactured by Maison Violet, of Paris, France, doing business through their agents, Frank M. Prindle & Co., 8 Thomas street, New York, which should make them interesting to the drug trade. The retail price is fixed at "not less than" a certain figure, which assures a minimum profit of 33 1-3 per cent with a profit of at least 50 per cent in some sections. The goods have been made and sold through a period of ninety years, and are consequently familiar to all the world. Their main sale has always been through the drug trade. These are points which our readers are likely to consider. The two leaders in the line are Ambre Royal and

Extra Violette. The advertisement will be found in another column.

Nowadays a druggist who has a soda water business of any extent generally finds that his trade lasts throughout the entire year, winter as well as summer. Not only is greater economy secured, but a higher grade of carbonated water is possible by the use of the facilities offered by the American Carbonate Co., 424-434 East Nineteenth street, New York. Their process for making liquid carbonic acid gas is original with them, and this product used in connection with their portable fountain will give any dealer all that he can desire in the way of economy and perfection. We commend to attention the company's advertisement, which appears on the inside back cover of the present issue.

The Philadelphia Optical College, 1022 Walnut street, Philadelphia, invites correspondence from retail druggists. The facilities offered by this institution are such as should interest every druggist who now carries or thinks of carrying a line of spectacles and eyeglasses. The course of instruction is quite simple, inexpensive, and is readily mastered by mail. A druggist equipped with the technical knowledge which this course gives him is capable of carrying on the optical part of his business, not alone with greater intelligence but with greater profit.

The unvarying position which the Oakland Chemical Co., 465 West Broadway, New York, maintain as regards their product should be interesting to every pharmacist in the country. Their hydrogen dioxide is generally admitted to be the most stable product of the kind made anywhere. But further than this, the company stand behind it from the time it leaves their laboratory until it is finally consumed. There is, therefore, no possibility of loss to the dealer. The great popularity of this solution with medical men and the substantial margin of profit which it affords should make it still further acceptable to the trade.

An item which is well worth pushing is Sa-Yo Mint Jujubes, manufactured by Wallace & Co., 160-166 Monroe street, New York. It affords a profit of nearly 80 per cent and is a ready and persistent seller. Supplies can be obtained through the wholesale trade.

Every druggist knows by experience the waste and consequent loss of cutting castile soap into cakes. The Carmel soap offered by A. Klipstein & Co., 122 Pearl street, New York, is pressed into convenient sized cakes and packed into a neat box of such size as the customer usually buys entire. Carmel soap is consequently popular with both the trade and the public. It is a ready and profitable seller and of permanent demand.

Literature of an interesting and instructive character on the German pharmaceutical product for which the Fischer Chemical Importing Co., of 14 Platt street, New York, is agent, will be forwarded by that concern on application.

We commend to the attention of our readers the somewhat unusual and decidedly interesting advertisement of Raymond & Co., 62 Carroll street, Brooklyn. The demand for Raymond's Pectoral Plaster is steadily growing, and the policy of the house is such that druggists are protected from inordinate cutting.

Attractive advertising matter, sample cards and directions will be mailed by Wells & Richardson Co., of Burlington, Vt., on their famous and popular Diamond Dyes. This house have done so much to foster their trade through the drug store by means of clever advertising for counter distribution that the trade is justified in extending their cordial co-operation to it. The advertisement of the house will be found on another page.

By purchasing of your jobber Greene's Nervura in two-dozen lots an additional discount of 4 per cent is secured. As this lot is within the capacity of nearly every druggist in the country the fact of the discount should be known and acted upon by all. The manufacturers invite druggists to send them a list of customers to whom new and attractive advertising matter will be mailed bearing the druggist's imprint. Furthermore, a supply of such matter for counter distribution will be sent to druggists free of charge and express prepaid upon application. The advertisement of Drs. F. E. & J. A. Greene, Boston, will be found elsewhere in this issue.

The Sherrouse Medicine Co., New Orleans, La., offer most attractive terms to druggists to handle their Dr. Tichenor's antiseptic, which is one of the best sellers ever sold through the drug trade. Write them at the above address for free advertising matter and terms.

The announcement of the Illinois Medical College that it will conduct a summer course in pharmacy will be widely welcomed in the drug trade, as many ambitious young pharmacists are prevented from attending college by the fact that the colleges now in existence give no summer courses. For announcement of the course our readers should address the Illinois Medical College, 61 Austin avenue, Chicago.

The crying need of the showcase is light—more light. No amount of external illumination will give the effects produced by internal lighting as carried out in the "illuminated silent salesman" showcase made by John Phillips & Co., Detroit, Mich. Write them for a description of their new case.

What Druggists Say.

Following are two testimonials from well known druggists, which go far toward proving the value of Finberg's Menthol Inhaler:

KRENE, N. H., June 18, 1899.
Gentlemen—The receipt of your sample Menthol Inhaler, followed by my stocking the goods, has, I believe, proved a paying investment for us both. Personally I like the inhaler very much, both for its convenience and worth, and I find that it is received with favor by my trade. Your display card will certainly find a resting place on my counter for a long time to come.
G. L. HITCHCOCK, Druggist.

CARROLLTON, O., June 21, 1899.
Gentlemen—I have given your Menthol Inhaler a thorough test and believe it to be a first-class article. I cannot be without them, as they are among my best sellers.
Yours truly, S. L. STERLING, Prop.,
City Drug Store.

For details of introductory terms on this inhaler our readers should address Joseph Finberg & Co., Attleboro, Mass.

Progressive Druggists.

The druggist who is on the lookout for neat packages and neat advertising matter, and who is trying to please his customers, can have no better thing to look into than the Sterling Ointment Pot, fitted with a metal screw cap, having a celluloid disc, under which is placed the druggist's own label.

The idea of the manufacturers of this pot was to produce the most perfect container ever shown for ointments, cold creams and toilet preparations, and to overcome the old difficulty of greasy labels. The label is put in place in a second.

The manufacturers are now applying this cap, either silver or nickel plated, to a number of new shaped glass containers for fine toilet preparations. Druggists should enter into correspondence with Neidlinger Bros., 81 Murray street, New York, in regard to their specialty.

An Automatic Battery.

We illustrate herewith a new form of faradic battery which is unique in several respects. In the first place, the battery is the cheapest to operate that has ever been presented to the medical public, costing only 5 cents a year to keep it going. In the second place, it is the only one which can be operated by the patient with absolute safety without any outside help, the volume and intensity of current being regulated automatically so that the current can never be turned on so rapidly as to unduly shock the patient.



The advantages of this battery are so manifest upon examination that, if the druggist will simply place the battery on his counter and invite his customers to inspect it, a sale will be effected without any trouble whatever. The profit yielded to the druggist is a very liberal one, since the manufacturers give a special druggist's discount of 40 per cent. It is thoroughly advertised in the medical journals.

For full particulars regarding this very valuable form of battery, our readers should write to the Peerless Battery Co., 221-225 Fifth avenue, Chicago.

An Advance in Brushes Predicted.

Owing to the big demand for brushes and the increase in bristles, there is to be a large advancement in all bristle goods on Jan. 1. Besides this, it is stated that the advance in bones will also create a similar change in regard to tooth brushes. Many of the dealers have been expecting such a change and they are anticipating

the advance, and have ordered large stocks to be delivered during the latter part of December.

A Cure for Dandruff.

Druggists who are interested in good advertising—and what successful druggist is not?—should write to the A. R. Bremer Co., Chicago, for their booklet bearing the title, "A Cure for Dandruff."

The booklet is most artistically gotten up, while the matter contained in it is well and convincingly put.



Dandruff is one of the most prevalent, most annoying and most persistent diseases affecting the scalp, and Coke Dandruff Cure has a large field. It is now an article of regular sale in England, Australia and Japan, and the first official allotment of space at the Paris Exposition was to make the Coke Dandruff Cure.

Big Soap Sale.

The Allen B. Wrisley Co., of Chicago, make a special offer to clever buyers, to which we would especially direct the attention of our readers. This concern has the Pullman car contracts, one of the largest soap contracts in the United States.

The goods offered by this firm have been examined by a member of our own staff, who makes a most favorable report upon their character.

The enterprising druggist should lose no time in getting into touch with this firm by writing them for their handsomely illustrated catalogue, which contains many money-making suggestions. The list includes complete lines of perfumes, colognes, toilet waters and other toilet preparations, as well as soap, and shows a most artistic line of goods.

At the Physicians and Surgeons'.

Examiner—What is the food value of sugar?

Smart Student—Large, excepting it may be beet-sugar.

Examiner—Why so?

Smart Student—One who uses it to excess is prone to di-a-betic death.

Rocky Mountain Views.

Nothing is more intensely American than the magnificent and unique scenery

tiful half-tone engravings which decorate the faces of the Rocky Mountain souvenir playing cards published by Tom Jones, of Denver, Col. The cards are

Jones, Denver, Col., for quotations on these cards and on his Rocky Mountain view writing pad, which also contains a number of very attractive illustrations.



of the Rocky Mountains, and all who love their country should make a journey through the mountains of Colorado that they may appreciate the magnificent scenery found there.

Nowhere has a more attractive collection of views of the Rocky Mountain scenery been shown than in the 53 beau-

tiful half-tone engravings which decorate the faces of the Rocky Mountain souvenir playing cards. We present herewith a specimen of the character of the illustrations which appear on these cards, though they are somewhat reduced in size. Druggists who are looking for novelties should write to Tom

A Pertinent Question.

Professor (at last lecture of the term)—The examination papers are now in the hands of the printer. Are there any questions to be asked on the examinations?

Voice (from the rear)—Who's the printer?—N. Y. Alumni.

OAKLAND HYDROGEN DIOXID,

“THE KIND THAT KEEPS.”

Open bottles do not deteriorate.

Closed bottles do not explode.

Each bottle guaranteed.

Kindly mention this Journal when writing to Advertisers.

For a Five Days' Voyage.

A new medical scale has been adopted by the British Board of Trade for merchant ships sailing from the United Kingdom on voyages not exceeding five days from port to port. The requisite drugs are as follows: "Those marked * to have a red poison label, and all bottles to be stoppered. Aromatic spirits of ammonia, 2 oz.; *compound tincture of chloroform and morphine (to be used in lieu of chlorodyne), 1 oz.; carron oil, 1 pint; castor oil, 1 pint; *carbolic acid, liquefied, 2 oz.; Friar's balsam, 2 oz.; *Goulard's extract, 2 oz.; *laudanum, 2 oz.; *opodeldoc, 4 oz.; purgative pills, 3 oz.; vaseline or salvo petrolia, 4 oz."

Ionone Confiscated.

E. J. Walter, of Baltimore, as commission agent for a St. Louis, Mo., drug firm, some time ago imported from Reitmayer & Co., of London, England, one pound of artificial violets, a costly perfume, the value of which was placed by Reitmayer & Co. at £35 or about \$171. When the perfume arrived here it was appraised by the local appraisers at £50, or \$250, and Mr. Walter took an appeal to the United States general appraisers, located in New York, who, to his surprise, raised the valuation to £129 10s., or about \$631. Under the law, importations valued by the importer at 50 per cent less than the appraised value are liable to confiscation by the Government, and, acting under this law, United States District Attorney Rose brought Mr. Walter into court.

The case was tried recently, in Baltimore, when Judge Morris, of the United States District Court, by a ruling, held that Mr. Walter was not guilty of any wrongdoing or fraud of any kind, but leaving the case otherwise to the jury, which then found for the Government, which verdict confiscates the perfume. A number of experts appeared in the case from New York: Isaac N. Rayner, government expert examiner of drugs; Dr. Clemens Kleber, Julius Koehler, William B. Robeson, Christian G. Euler and Christian Beilstein, and also Captain William S. Potter, liquidating clerk of the Custom House.

It was in evidence that the perfume, under the name of "Ionone," was generally imported at 10 per cent strength—nine pounds of alcohol to one of extract of violets—and as thus diluted was worth \$120 per pound, and that pure extract, as the importation in question purported to be, would be worth \$1,200 per pound.

Edible and Poisonous Mushrooms.

As a result of the numerous cases of poisoning from eating fungi, the following few simple rules to detect the harmless kinds from the poisonous were drawn up by Dr. W. G. Farlow: (1) Avoid fungi when in the button or unexpanded stage; also those in which the flesh has begun to decay, even if only slightly. (2) Avoid all fungi which have a stalk with a swollen base surrounded by a sac-like envelope, especially if the gills are white. (3) Avoid fungi having a milky juice, unless the milk is reddish. (4) Avoid fungi in which the cap or pileus is thin in proportion to the gills, and in which

the gills are nearly all of equal length, especially if the pileus is bright colored. (5) Avoid all tube-bearing fungi in which the flesh changes color when cut or broken, or where the mouths of the tubes are reddish, and in the case of other tube-bearing forms experiment with caution. (6) Fungi which have a sort of spider web or flocculent ring around the upper part of the stock should in general be avoided.

A Chemical "Sing-Song."

At a recent social gathering ("Fest-commers") of German chemists the following words were sung to the air of "The Watch on the Rhine:"

Dinitrobromanthrachinon,
Alphaphenylacrosazon,
Benzol, Toluol, Xylol, Naphthol,
Phloroglucin, Guajacol,
::: Propylamin, Butylamin :::
::: Kaliumisophtalat, Trichlorhydrin :::

Nitrophenylacetylen,
Arabinose, Fluoren,
Aethan, Propan, Butan, Tolan,
Trioxymethylmethan,
::: Oxyisoamylamin :::
::: Heptachloranthracen, Anthrarufin :::

Ammoniumkarbaminat,
Kaliumantimonyltartrat,
Strychnin, Brucin, Cinchonidin,
Chinin, Morphin, Papaverin,
::: Formal, Chloral, Bromacetal :::
::: Maltose, Galaktose, Methylal :::

Dithioäthylenglykol,
Methylsulfid, Benzthiazol,
Fuchsin, Aurantia, Aurin,
Ponceau, Bordeaux, Tropäolin,
::: Imidodimalonimid :::
::: Indoxyl, Oxindol, Rhamnodulcit :::

Paraacetphenitidin,
Dimethyloxymethinazin,
Phenol, Thymol, Orcin, Jodol,
Phenose, Tetraodpyrrol,
::: Alphaphenylpropionitrit :::
::: Trinaphtylkarbinol, Diprogargyl :::

Prescriptions

should always be as elegant in appearance and as palatable as is consistent with quality. Use

TILDEN'S**FLUID EXTRACTS AND PHARMACEUTICALS**

in your prescription department and you will have accomplished this aim.

Our goods are as good as the best, our package the neatest in the market, and our prices most consistent. Direct orders have prompt and careful attention.

THE TILDEN COMPANY,

Manufacturing Pharmacists,

NEW LEBANON, N. Y.

ST. LOUIS, MO.

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WRITE for the particulars and photograph of the cabinet of

HUMPHREYS' SPECIFICS

(INCLUDING "77" FOR GRIP).

Our proposition will interest you if you haven't a cabinet. Postal card will do.

Humphreys' Homeopathic Medicine Co.

Corner William and John Streets,

NEW YORK.

Kindly mention this Journal when writing to Advertisers.

American Druggist

and Pharmaceutical Record.

"America's Leading Drug Journal."

Founded 1871

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WHISKY VS. CARBOLIC ACID.

FOLLOWING the publication in the October number of "Merck's Archives," of a letter by a correspondent bearing the titles "B. S., D. V. S., M.D.," in which a case of carbolic acid poisoning, treated by alcohol, is reported, there have appeared recently in the lay press different articles urging the most improbable claims for whisky as an antidote for carbolic acid. In the various articles which have been brought to our attention a certain ambiguity prevails as to what was the real antidoting agent where recovery has followed the ingestion of the acid. The correspondent of "Merck's Archives" brings his report to a close with an appeal for the use of apomorphine, saying: "I would urge the use of apomorphine, not alone because of its prompt emetic effects, but also for its control of acute alcoholism," a statement which it must be admitted is likely to prove confusing to some minds.

In the story of a "Herald" reporter (Nov. 5), there is some uncertainty as to whether the patient's recovery was due to the antidotal effects of a drink of whisky taken immediately after the poison, or to the fact that he had red hair, both circumstances being prominently brought out. The charge of swallowing carbolic acid was fastened upon the man because an empty bottle, with a carbolic acid label, was found in his pocket.

The "Philadelphia North American," in its issue of November 10, prints the record of a case which bears the earmarks of having been written by a professor of toxicology, at least, and from it we learn for the first time the true manner in which carbolic acid is antidoted by alcohol. It is explained in the statement that "the phenyl of the carbolic acid unites with the ethyl and one equivalent of oxygen of the alcohol. Water splits off and phenyl ethyl ether or carbolate of ethyl is formed. The carbolate is a harmless ether, and when once formed simply passes out of the system without injury or is absorbed in the usual way."

How ingenious! The simple, convincing nature of this explanation will be calculated to create a profound impression on the faculties of medicine of every college in the country, especially since the announcement of the discovery is made from staid, conservative Philadelphia. What matters it that several journalistic changes have taken place there, which are well known to newspaper men? If the "North American" is now edited by the former editor of the "New York Journal," what of it? we say!

THE NEW LAW FOR NEW YORK.

THE proposed new pharmacy law for the State of New York, which is printed in this number, marks an improvement in many ways over previous attempts at the framing of laws for the regulation of pharmacy. Instead of tinkering the old law, which is the common method of "improving" matters, the framers of the present law have departed entirely from tradition in this respect and drafted a law on entirely new lines.

Many innovations will be noted by the observant pharmacist, who has given any attention at all to the progress of pharmaceutical legislation in this country. It was the custom formerly, and a good custom, that the people, through their representatives in Assembly and Senate, should have something to say about the legal control of the sale of poisons—on the assumption that the Poison Sales Law was designed primarily in the interest of the people and to safeguard them. Section 192 of the proposed Act, in effect, assigns to the Board of Pharmacy legislative functions in empowering them (1) to regulate the practice of pharmacy; (2) to regulate the sale of poisons. It would have been much better, in our opinion, if those who were responsible for the drafting of the proposed law had considered what regulations might be necessary, and then embodied them in the draft. As it stands the section is unsatisfactory, and it is

hardly to be expected that any Legislature will give a Board of Pharmacy the privileges asked for. Its passage through the Legislature will meet with opposition enough by reason of certain other provisions contained in it, without counting in the two just cited.

That there will be a howl raised on all sides about the re-registration clause, which provides for annual registration with the payment annually of a fee of \$2, and gives the board power that is almost autocratic in the matter of the refusal of registration to persons who, in its judgment, are deemed unfit, goes without saying. And we hate to contemplate what will happen to the bill when the corporations or co-partnership concerns owning pharmacies or drug stores hear of the clause in it which provides for the display of the actual name of the proprietor or proprietors of such stores upon a sign "which shall be kept conspicuously placed upon the exterior of the premises."

A good feature of the law is to be found in the provision calling for the presentation annually to the Governor and to the State Pharmaceutical Association of a detailed report of the work of the board, including its receipts and disbursements during the preceding year.

RETURNING GOODS.

THE manufacturers of rubber sundries held a meeting in this city on November 20, at which it was agreed that the custom which has heretofore prevailed of allowing the return of hot water bottles should be discontinued. This is a very important move, since there is probably no line of goods in which there has been so many "returns" as in hot water bottles, and the action taken by the manufacturers seems to indicate that the privilege of returning defective hot water bottles has been abused by the consumers. It has been customary among retailers to allow consumers to return hot water bottles on the presumption that their return is due to some defect, and jobbers and manufacturers have extended a like privilege to the retailer. In view of the revocation of this privilege by manufacturers, retailers should protect themselves by declining to accept water bottles when they have once left the store.

In fact, the hot water bag forms one of a group of articles which the druggist should, under no circumstances, take back. Some years ago the attention of the trade was directed to this fact by William Bodemann, in an article published in the columns of the *AMERICAN DRUGGIST*. Mr. Bodemann said:

"If I sell an original package of some proprietary medicine and a patron returns such package in good condition for some reason or other, I cheerfully return the money, or exchange for something else. But when I sell a fountain syringe, an atomizer, a water bag, a bedpan, a breast pump, a clinical thermometer, the case is very different.

"Undoubtedly in many cases the article is returned because it has served the purpose, and patrons unthinkingly wish to save expense by returning it. I say unthinkingly, because there can hardly be any reasonable being who would knowingly buy such an article of you, or any druggist, if they had the faintest idea that such an article had already been used in somebody else's sick room. What would become of a druggist of whom the patrons knew that he offered articles for sale that had already been used?

"If I take back an atomizer that has been used in a house where there is diphtheria and sell such an atomizer—and thereby spread the epidemic—would I not be just as guilty of criminal neglect as if I had sold morphine for quinine?

"How, then, can a druggist guard against this? Simply by drawing the line on such items as above mentioned, and by refusing peremptorily to take them back after they once left his hand. Only in this way can he vouch for his goods absolutely."

The arguments so ably presented by him should be borne in mind by the retailer who, through the action of the manufacturers, is forced to assume the stand on hot water bottles which Mr. Bodemann assumed on purely hygienic grounds several years ago. Should any of our readers have any discussion with customers upon this subject, their paths might be smoothed by showing those who object to this policy this article.

WORKS OF THE N. A. R. D.

AT the first meeting of the N. A. R. D. a resolution was passed, which was reaffirmed at Cincinnati, requesting the proprietors to limit their direct supplies at best prices to the jobbers only and to such jobbers as were recognized by the joint associations—proprietary, wholesale and retail. The resolution was unanimously concurred in by the N. W. D. A., and the Proprietary Association at its meeting in New York on June 6, 1899, not only endorsed this resolution but went even farther by saying they would cut off any jobber from their supplies who furnished department stores and aggressive cutters. The passage of the original resolution by the N. A. R. D. was the result of a certain knowledge that many retailers, if afforded the privilege of buying direct would be tempted to buy greater quantities than they could use legitimately, and as a matter of self-protection would offer their surplus stock at less than best wholesale prices. Besides, it is easier to control the supplies from a few jobbers than from many retailers.

The experience of the first year of the existence of the N. A. R. D. has proven that, to put it mildly, there are doubtful ones amongst both the proprietors and jobbers, who for the sake of making sales, and thinking that they will not be detected, have not hesitated to give extra discounts to some retailers, and have sold aggressive cutters and department stores clandestinely, this by the jobbers, while the proprietors, in some instances, by claiming that they do not know who are amongst the prohibited class, have openly sold them direct. Some proprietors have even gone so far as to sell their products direct to persons engaged in a different line of business, knowing (or at least it would have been in reason for them to divine), that their final destination was some concern whose principal business was supplying cutters, and by offering extra discounts also securing business from the legitimate retail trade.

It is highly probable that Mr. Faxon, chairman of the Proprietary Committee of the N. W. D. A., has more or less positive evidence of the conditions mentioned above, but as he has a large business of his own to look after, he would not be in a position to follow up these cases. At this point commences the work of F. E. Holliday, who has been employed by the Proprietary Committee of the N. W. D. A. It will be his duty to investigate these conditions, and while nominally in the employ of the N. W. D. A., it is believed by the officers of the N. A. R. D. that before any benefit can accrue to the N. W. D. A. it must first come to the N. A. R. D.

The work of Mr. Holliday during the past year has to a great extent been along the line of compelling the proprietor to sell to the legitimate jobber, and the jobber to the legitimate retailer. When supplies are furnished through these channels, and through these only, should failure come, no one will be to blame but the retailers, who allow "deserters" to remain amongst them. Their associations, local or State, must then expel these deserters dishonorably and without delay, and place them in the list with the cutters.

It is safe to say that 90 per cent of both the jobbers and the proprietors are perfectly loyal to the resolution they have adopted, and it will be Mr. Holliday's duty to ferret out the deceitful ones in both branches, that the punishment may be swift and sure. When he has succeeded in locating a few of them, and the action of the other two associations has been taken, and the wrong-doers pointed out, the members of the N. A. R. D. will join the other organizations in an endeavor to discipline the offenders by withdrawing their patronage from any jobber, and refusing to sell the products of any proprietor who has been expelled from the associations.

(Written for the American Druggist.)

DRUGGISTS AND THEIR BANKERS.

BY "CINCINNATUS."

ALL other things being equal, that druggist succeeds best in his business who has not only that technical knowledge and skill which the conduct of a first-class pharmacy demands, but also the best command of those managerial forces which underlie all successful mercantile dealing in this busy age. Of these forces manifestly none are of more importance than the financing of the establishment through all the various conditions of business. No matter how large or how small the store, how great or how small the capital employed, there are few instances in which it is not necessary at times to do some clever figuring to bring cherished plans to fruition. Outside financial assistance is more common than uncommon, and upon this point some profitable words to others engaged in the business may perhaps be said. Indeed, it is to be most earnestly considered if the relations between druggists and their bankers are throughout of the nature and order calculated to work the utmost benefit to the business of the former and inspire with all desirable confidence the latter. In other words, are druggists as a rule, at necessary times, such regular and valued customers of their local banks as the importance of themselves and their businesses to the community would warrant? It is not believed that as a general rule they are. Yet they should be, and in most cases would be greatly benefited by the inception and permanence of such relationships.

The Neglect to Save the Cash Discount.

Despite the clearness and constancy with which the initial profit and subsequent advantage accruing from prompt cash discounting of bills for supplies is set forth by most of the trade journals, it is a matter of common knowledge that the number of druggists availing themselves thereof is not very largely proportioned to the total. The tendency to wait the stated number of days and then remit the full face of the account seems to be generally grounded, however, not so much in ingrained preference on the part of the debtor as to two usual conditions in merchandising, coupled with force of custom, and the natural desire to see and examine purchases before paying for them at the time of receipt of invoices. These conditions are, as already intimated, habit and the frequent lack of ready money at the time of placing orders. The drug trade is not the most fruitful of fields for the operations of those who rely upon their actual and unquestioned solvency for credit, and then carrying its privileges to the utmost limit of safety and good feeling. A number of branches of contemporary industry suffer vastly more from this source.

A Plea for the Use of Loans.

Druggists who can—without assistance—cash discount bills for sufficient stocks to equip their stores at the beginning, or who can even restock as necessity and convenience require, with their own unaided capital, are a minority among the whole. Selling on credit, when practiced to any considerable degree, adds, for weeks or months, to the amount of capital required for the conduct of the business. Rent and office expenses, help and miscellaneous items, draw still more upon the same source, to say nothing about improvements, new equipments, perhaps larger stocks than heretofore carried, etc. Any individual, firm or concern having command of enough ready and free capital to meet all current needs and to avail themselves of every coign of vantage as occasion presents are more favorably situated than most of their brethren of humbler means. Ergo, to seek outside assistance, at carefully determined times and in conservative amounts, is a perfectly natural process—often a stroke of commercial enterprise, when the opposite method of dragging along without it would be harmful far beyond the loss of custom immediately entailed thereby. No citizen of a community knows and appreciates this fact better than the bankers. Indeed, these conditions among merchants, safely and normally existing, are their opportunities for profitable dealing, and it is useless to imagine that they frown upon applications for temporary loans presented by solvent tradespeople. And there is no good reason why the credit of the druggist at his bank should not be the best, or at least equal to the best.

An Honorable Occupation.

In a civilized community the banker is as important and indispensable as the farmer, which is putting the matter in the strongest possible way. The banker deals in credits, buys and sells them, and loans money as a merchant buys and sells dry goods. This is his one business, however numerous the shapes it may assume. His stocks, bonds, shares, certificates, bills of lading, mortgages, promissory notes and securities of every sort are either collateral, or just so many forms of credit, which he is holding or seeking to transfer from those who wish to sell them to those who wish to buy them, so that both parties may be benefited by the transaction. The business is as honorable, when rightly carried on, as the buying and selling of real estate, groceries or drugs. There may be unprincipled bankers, as there may be rascally manufacturers and shippers, but such are in a minority in all callings and do not control the business itself. Bankers, therefore, are very sensitive to changes in the credit market, as the cotton factor is sensitive to changes in the cotton market. Instead of being profited by a panic, as often supposed, he is more likely to be ruined by it, as a truck farmer is ruined by a burning drought or a deluge of rain. In a panic no one wishes to sell or buy credits, or those who wish to sell can find no buyers, and the bankers' business is gone. When, however, the pendulum swings in the other far direction and merchants are conservative to the degree of restricting their transactions to the bounds of their own too limited resources, suppressing

the instinct to expand, his interest narrows until it affords no margin of profit, and his responsibility for the care of semi-public funds is not recompensed. His trade is best when financial confidence is strong and constant, and the expectation is that the transaction of to-day will not be disturbed by the unsettlement of profits in the future.

Relations of Druggists with Local Bankers.

Cordial and confidential relations with local bankers hold one opportunity of positive advantage which, so far as the writer knows, has never been brought to the particular attention of druggists. To the banker of a small town especially the financial standing and responsibility of nearly every person in the community or vicinity is quite accurately known, and this intelligence may usually be obtained from bankers on reasonable and well-timed inquiry. It is only natural that this should be so, since in such case the banker may be protecting his own interest, along with that of his client, by warning him against persons deemed unworthy of whole or part credit. So much reliance is placed by one well-known druggist upon assistance in this respect that he has declared the advantage of direct and reliable information from his bank of sufficient value to offset interest on loans, and borrowing has become, therefore, a regular part of his business policy. The banker, too, trained to read the signs of the times, scans the political and industrial horizon, and tells with more than unskilled accuracy whether or not a storm is brewing. He is not infallible, as any weather prophet is not; but he is more likely to be correct than otherwise, just as a trained physician is the best judge of approaching epidemics and plagues. It is a vital part of his business to study these indications, and to interpret them. Tradesmen ought not to distrust him without cause and to reject him off-hand; but they should give the same thoughtful heed to his advice that in other circumstances they would give to the suggestions of the farmer about farming or the expert soldier about fortifications or the skilled physician about contagious diseases.

The Timidity of Some Borrowers.

Money lenders of the type of Shylock ply their calling to-day as they probably always will, but only to a comparatively limited extent in the modern world. Commercial and communal intelligence, restrictive laws and the abundance of capital seeking investment have reduced borrowing and lending to a business by itself wherein only fairness, openness and equity assure success, and the opposite methods of dealing forecast almost inevitably failure and punishment. The timidity which most small merchants show in approaching bankers for temporary loans to aid in their personal business is usually uncalled for, and it openly displayed it does not generally aid in the celerity with which the application is granted. Do not be non-plussed if some of your own customers discover that you are a borrower; the fact that your credit allows it will do you more good than harm. Make your application for a loan as you would approach any other business transaction, or as you would expect a reliable customer to approach you under the same conditions.

Prize Essay.

Brief, bright essays on subjects of interest to pharmacists are invited for the Prize Essay Department of the "American Druggist." For every article printed, long or short, the "American Druggist" will fortnightly pay \$5.00.

A CONVENIENT DARK ROOM

BY JOHN A. FOOTE,
Archibald, Pa.

MANY druggists, particularly those doing business in the smaller towns and cities, have found it profitable to sell photographic supplies and cameras. In most cases the druggist is an amateur photographer himself; sometimes he does developing and printing

An Improvement Over the Ruby Lamp.

Most amateur dark rooms are lighted by the nasty smelling "ruby lamps," that not only vitiate the air, but add a wholly unnecessary warmth to the already oppressive air of the closet. In my room the ordinary kerosene lamp or an electric light may be used. Outside of the window F, which is of ruby glass, is a shelf on which a lamp may be set. Or



Fig. 1. Home Made Dark Room.

for amateurs, and sometimes he is wise enough to offer the use of a dark room free to his patrons.

Furnishings of a Dark Room.

This latter course will surely attract business if it is properly arranged. The room does not need to be elaborately furnished, or to contain any wonderful improvements, to accomplish its end. I submit sketches of a dark room that I have had constructed in my store, and I think that it contains some points that may be found useful by other druggists.

The room was built of matched pine, in a corner of the store, and was about four feet square. It was about six feet high, and the top was boarded over closely, with moulding around the floor and ceiling joints to prevent the entrance of light. All suspicious orifices were puttied, and a coat of black paint was applied to the interior.



Fig. 2. Home Made Dark Room.

an electric light may be hung in front of the window, and lighted when needed, thus leaving the source of the light outside the room entirely.

Details of the Arrangement.

The shelf B and the shelf G form a box with the sides of the room, and the slide A forms the side of the box parallel with the wall, when it is closed in position (Fig. 1). Pushing it upward and fastening it in place with an ordinary sash catch, leaves the working bench displayed as in Fig. 2. A galvanized iron can, with a stop-cock in its base, such as is generally used for dispensing oils, will furnish a convenient water supply, while a large glass funnel directly underneath, connected by tubing with a water pail, will furnish drainage.

A Device to Prevent Fogging.

The sliding cover A is used so that when the operator finds it necessary to

leave the dark room during the progress of a development—a not infrequent occurrence—he can, by using this slide, make a light-proof box, in which the plate may be placed, and thus avoid the fogging that would otherwise surely be produced by the opening of the dark-room door.

(Written for the American Druggist.)

TOBACCO IN THE DRUG STORE.

BY W. E. S. FALES, M.D.,
New York.

Increasing competition in every branch of the trade has compelled the druggist to carry a stock of tobacco in its various forms. This is especially the case since the great department stores entered his line of business. How far this process has gone is shown by the fact that one famous New York establishment has within its walls a complete pharmacy, with a dispensing clerk and a salaried physician.

There are still many druggists who do not handle smokers' goods, but they are a minority in the profession. So far as can be learned from the U. S. Internal Revenue Department and the records of the "Tobacco-Leaf," the organ of the trade, three-fourths of country drug-stores and two-thirds of city establishments deal in cigars and cigarettes. A smaller number handle smoking and chewing tobacco, and only a few touch pipes, pouches and smokers' miscellaneous goods.

Yet even here a decided change is taking place. At nearly all fashionable summer resorts in the North, and winter resorts in the South, apothecaries carry stocks equal to those of tobacconists in general. In the Christmas season, especially in the big cities, retail druggists find it profitable to handle cigarette-holders and cases, ash-receivers, fancy cigar-boxes, amber mouthpieces, cigarette papers and similar specialties.

Ladies as Smokers.

The use of cigarettes by women is largely on the increase. They will never patronize a saloon and seldom a tobacconist, but they have no hesitation in buying from a pharmacy. Since the Princess of Wales set the fashion in England, and Mrs. Grover Cleveland in the White House, Mrs. Grundy has stopped denouncing the practice—in fact, she now furnishes many of her "ladies' luncheon parties," with "ladies' cigarettes." It is probable that this class of custom will increase for many years to come, and that much, if not the larger part, will be secured by the drug trade unless they unwisely throw away the opportunity.

For a pharmacist to succeed in handling tobacco, he must exercise more care than a tobacconist. If not he will injure his legitimate business, without any compensatory profit from the cigar side of it. All displayed goods should be kept in air-tight showcases, and reserve stock put away in the storeroom until called for. Unless this is done there will be a strong odor of the leaf about the premises which, while pleasant to a smoker, is disagreeable to those who dislike the weed.

Never spare money in buying cigar cases. The cheaper are always the dearer in the long run. Thin glass cracks and breaks; poor hinges get quickly out of

order, and flimsily-made frames soon loosen at the joints. The front, top and sides of a showcase and the front and sides of a wall-case should be made of the best quality of heavy plate-glass, sharply beveled. The back should be a mirror, a surface of inset crystals or anything else that is bright and striking. Showcase makers now offer many admirable designs, of which the underlying principle is to attract attention. One is a series of beveled plate-glass mirrors, set vertically or diagonally, each three or four inches square. A second is to have a reflecting corrugated glass surface, whose alternating convexity and concavity distort everything in front of it. A third is genuine or imitation repoussé work. A fourth is a back of beveled plate glass, and a fifth onyx.

The frame should be of strong metal. Brass, bronze, silver-plate, gilt, nickel-plate, German silver and aluminum have each their advocates. Gilt is objectionable because it wears off too rapidly; silver plate has the disadvantage of discoloring quickly through the formation of argentic sulphide; brass and bronze require daily cleaning, and even twice and thrice a day to keep them bright; German silver is dear, and aluminum is sometimes brittle or weakened by flaws. Cabinet woods have lost much of their popularity. If left in their natural state they coil speedily; if oiled, they give a greasy feel to a customer's hand, and if varnished, the shellac is bound to chip and blister. The pharmacist should be guided by good taste in these matters. If his store is fitted up in black walnut, rosewood, mahogany, oak, cherry or ash, he should have his cigar showcase and counter in the same style.

Every tobacco showcase should have a zinc floor or zinc tray to protect the case from condensed water. The atmosphere in the case must be kept moist, otherwise the goods will get dry and unsalable. There are many patented cases in the market which have a double floor, the upper perforated and the lower arranged to hold wet sponge or felt. There are also patent moisteners which are to be suspended in the case. But thus far nothing is neater and sightlier than a cut crystal cup, bowl or holder, in which is kept a wet sponge, the cup being refilled with water every day.

When a druggist has many Englishmen or Frenchmen among his customers, he should keep one or two half-boxes of cigars on a shelf below the showcase. While Americans like their cigars moist, the English like theirs dry, "well-seasoned," as they call it.

Meet Local Demand.

In the selection of goods, the chief element of consideration is the local taste and demand. In some districts the Sweet Caporal cigarette is universal; in others, Fragrant Vanity Fair; in others, Old Judge, Cross Cut, Creole, Cameo, Crazy Quilt, Richmond Straight Cut or High Admiral. In Egyptian cigarettes the imported, the domestic, the LaFerme, the Monopol, the Dubec and the Surbrug predominate, each in one or more places.

There is a steady demand for white cigarette papers. They retail at five cents and upwards and give a good profit. In some districts there is a call for tinted and scented papers. Around Christmas time fancy goods in meerschaum, amber

and imitation, match boxes, cigarette cases, library ash cups and the like sell well. The cheapest and showiest are the best to deal in, as the buyers are nearly always girls and young women, who will not purchase first-class, high-priced goods. In well-to-do districts, on account of the fad for Oriental furnishings, remunerative Christmas sales can be made in chibouques, narghiles and Bombay pipes.

The Cigar Trade.

As to the cigar trade, each druggist must find out what his patrons prefer. The goods may be divided into imported, Key West-Tampa, domestic, little cigars and stogies, cheroots and rolls; the ratio of sales being about 1, 80, 800, 100 and 100. Those which are gaining the more rapidly are the Key West-Tampa, the little cigars and the stogy-roll. Wholesale prices vary indefinitely. The November price-lists of imported Havanas range from Antiguada Damas at \$59 a thousand up to Waldorf-Astoria Aguila Imperiales at \$400 a thousand. In the Key West-Tampa and "domestic Havana" class the range in prices is not so great, running from \$32 to \$225 a thousand. In ordinary domestics it varies from \$25 to \$80 a thousand. Little cigars are to be classed with cigarettes rather than cigars, commercially. They cost from \$3.50 a thousand upward. Stogies, cheroots and rolls occupy a place between little cigars and ordinary domestics. They are made of standard native tobacco and are clean and wholesome.

Characteristics of Cigars.

Cigars may be made either with a binder, as is done in the United States, or with a "book filler," as in Cuba. In fact this distinction is so characteristic that it can usually be used safely as a means of distinction between the two makes of cigars. In the book filler the leaves are laid out flat like the leaves of a book before rolling up. The tendency of a tobacco to swell up and burst the binder and wrapper causes the use of two binders in many American-made cigars, although in the best grades only one binder is used. Where book fillers are used, however, no binders are necessary, as each leaf of the filler acts as a binder for the leaves around which it is wrapped. The long book-filler cigars draw very much better than those made with short fillers. A good Havana cigar should hold fire for from three to five minutes, though some will not hold fire for one minute. Domestic tobacco will burn by itself, though Havana tobacco will not. Domestic cigars smoke better after being aged two or three months, while Havana cigars should be smoked fresh.

One of the factors in the price of American-made cigars is the use of the machine which enables the manufacturer to make cigars at about \$8 per thousand, while the cheapest hand-made cigars cost about \$12 per thousand for the work alone. In Spanish factories the hands get from \$16 to \$25 per thousand, according to the size, shape, length, etc. This difference is due, to a certain extent, to the non-use of the binder in the Spanish factories.

Many smokers have a mistaken idea that the presence of specks upon the wrapper is an indication of good quality. The specks are simply formed by a spray

which is applied to destroy certain insects which attack the leaves in stock.

In displaying goods everything should be neat and trim. Always open your cigar boxes with a box-opener, which leaves no ragged edges. Let all price-cards be legible and artistic. Have the lighter and cutter convenient to the customer and also to the door. Offer a pocket box of matches to every purchaser; the cost is a mere bagatelle and buys a hundred-fold of value in goodwill. Rearrange the contents of the showcase every day. If you have cuspidors in the pharmacy, have them as handsome as you can afford, and keep them perfectly clean. Do not put purchases in cheap and ugly brown paper bags. Use cardboard or fancy cases instead. The satisfaction given will more than reimburse you for the extra cost.

In buying new brands, take only those which are well advertised and are known to the public. A manufacturer who is too mean to advertise in reality makes you do his advertising when you handle his goods. Be satisfied with a reasonable profit. It is only saloon-keepers who retail a \$40 cigar for 10 cents straight. Buy from the big houses; they give better terms and longer credits than the little concerns. Never disfigure the showcase with ball or picnic tickets, letters, bills, receipts, stationery or other goods. They spoil the effect and disgust a self-respecting smoker.

THE TRANSVAAL WAR AND THE "AMERICAN DRUGGIST."

Papers Not Delivered.

Subscribers to the AMERICAN DRUGGIST in South Africa are experiencing trouble about delivery of their journal. From a subscriber in Cape Town, who writes under date of October 18, we have the following:

"There must be something wrong, for my AMERICAN DRUGGIST does not come to hand.

"As you are no doubt aware, we are having big times at this end. The American Consul up at Johannesburg is in charge of John Bull's interests, and he will have the pleasure of introducing Buller, the English General. I say pleasure, because there are no Americans in this country—at least I have never met any—but what want this business settled. It is of course hard to see a people who profess republican sentiments go to the dogs, as these two foolish little States (Orange Free State and South African Republic) are going; truly they are committing a magnificent suicide.

"A lady and gentleman friend have just been dumped down at my door. They left the city seven days ago as first-class passengers on the 'Mail Limited.' The car or cars consisted of local wagons, quite open, as you know, and it is bitterly cold just now. On the border all their money was taken by Boers—\$1,500—and they were without food or water for nearly three days—and war was not declared then. Before this is with you the Boers will be no more. I would like to fight myself."

Communication with the town of Kimberley has been interrupted for some time.

Some Pharmacopoeial Problems.

QUESTIONS WHICH CONFRONT THE COMMITTEE ON REVISION.

The Pharmacopoeia No Longer a Work of Reference for the Physician.

BY CHARLES RICE, PH. D., NEW YORK.

AT the November meeting of the Philadelphia College of Pharmacy—the regular monthly “pharmaceutical meeting”—a paper was presented by Dr. Charles Rice, of New York, which was read, in the absence of the author, by Prof. Joseph P. Remington. Dr. Rice is the chairman of the Committee on Revision of the United States Pharmacopoeia, and his paper was entitled

“Some Pharmacopoeial Problems.”

After referring to some of the questions with which the Pharmacopoeial Convention and the Committee on Revision of the Pharmacopoeia have had to deal, the author took up some of the problems which stand out most prominently at the present time. The first of these was that of the attitude of the physician to the Pharmacopoeia. The writer stated that originally the Pharmacopoeia was intended to be the official guide, both for the physician and the pharmacist, and that during the earlier period of its existence the physician took a greater interest in and had a larger share in its preparation or revision than the pharmacist, but that this is no longer the case is generally known and acknowledged. He said that while theoretically the medical profession has not lost its interest in it, and is well represented at every Decennial Convention, yet practically the Pharmacopoeia has ceased to be a work of reference for the physician. The chief reason given for this was that the Pharmacopoeia no longer contains the information which the physician requires regarding the nature, properties and doses of some of the most important remedies he uses. For this condition of affairs the physician himself was held partly responsible, for very likely he has been one of the large group of medical men who opposed the admission into the Pharmacopoeia of the very things about which he needs information, and for which he must now look elsewhere.

What the Physician Seeks in the Pharmacopoeia.

The main objects which a physician would have for consulting a Pharmacopoeia were embodied in the following questions:

1. What form or forms of administration are officially available in the case of a certain drug?
2. What is the strength of the respective preparations?
3. What are the ordinary doses?

Here the writer argued that while the physician may find answer to the first two of his questions in the Pharmacopoeia, he knows that he will find none to the last, which to him may be the most important, and so he turns to some other authority for the desired information. Commenting further on this phase of the problem the writer said that there is no use whatever in trying to make the Pharmacopoeia better known to, or “more popular” with, the physician, unless it is made worth his while to consult it. It was pointed out that the pharmacist also has need of the same kind of information and that he likewise is obliged to seek some other work of reference.

Synthetics in the Pharmacopoeia.

In taking up the question of the newer remedies and “patented” synthetics the author said that a curious anomaly may be observed in the position taken with reference to them by many physicians, who in their daily practice prescribe them, and in their writings treat of them, yet who are not inclined to vote for their admission into the Pharmacopoeia. In view of this course the writer said that if the Pharmacopoeia is to be gradually purged of old and useless drugs and preparations, and not to be brought up to date by the introduction of the newer drugs of recognized value used universally by the medical profession, it might just as well remain unrevised and go out of existence. On the other hand he said that the introduction of the newer remedies into the Pharmacopoeia should be restricted by certain requirements as follows:

Requirements for Their Admission.

- (1). If the remedy is a definite chemical compound, its chemical composition and physical and chemical properties should be known and controllable. (Examples: Antipyrine, aristol, chloralamide, phenacetin, salophine, sulphonal, trional).
- (2). It should have passed the experimental period and should be in regular and general use by the medical profession as a remedy of a definite and recognized therapeutic value.

The Question of Standardization

was next considered at some length by the author. The subject of physiological assay came in for a share of attention, but the time does not seem to be ripe for its general adoption.

Recommendations.

In summing up his arguments Dr. Rice offered the following recommendations:

(1). That the next Committee of Revision be authorized to introduce doses into the Pharmacopoeia (details to be left to the committee).

(2). That the committee be authorized to introduce such of the newer remedies as fulfill the conditions above mentioned.

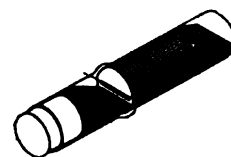
(3). That the committee be instructed to extend the principle of standardization to as many of the potent drugs, and preparations made from them, as may be found possible, but that no physiological tests be introduced at the next revision.

The Examination of Water Supplies

An interesting paper on “Algae as a Cause of Contamination in Drinking Water,” by Dr. G. T. Moore, of Dartmouth College, was read at the November meeting of the Philadelphia College of Pharmacy. Most prominent among the lower forms of plants causing pollution of water supplies are the “blue-green algae,” now classed with the bacteria and included in the group schizophyta and diatoms. A number of the different members of these groups were described, together with the manner in which their deleterious effects are produced. In a somewhat general consideration of the subject the author stated that large quantities of statistics are available, showing the kind and extent of the organisms most likely to occur in water supplies, and that we have some little information with regard to the climatic conditions which are most conducive to their rapid growth, but there is still wanting a great many details, which can only be obtained from patiently cultivating these plants in the laboratory. On the other hand, certain general precautions can be taken, such as removing top soil, in making new reservoirs, and storing ground water in the dark, which undoubtedly prevents the introduction and growth of many of the most troublesome forms, and wherever it has been possible to apply these methods the result has justified the expense. As soon as people understand that something more than a chemical analysis or an inoculation of Guinea pigs is necessary before the purity of a water supply can be ascertained, there will be more thorough microscopic examinations of water supplies.

A Medicine Carrier and Measurer.

Leon Hoage and Albert Nyvall, of New York, have patented a medicine carrier and measurer, comprising a tubular receptacle, divided into a number of chambers, with a diaphragm between said chambers, each diaphragm being so



perforated as to allow a liquid to flow readily from one chamber to another, and the reverse flow of air when the receptacle is inclined in a certain position, but not permitting such flow to occur when the receptacle is inclined in another position, owing to an equalization of hydrostatic pressure. The apparatus is illustrated herewith.

Gathered Formulas.

Hospital Formulary.

DEMILT DISPENSARY FORMULARY.

(Continued from page 261.)

Misturæ Variæ.

ALKALINE MIXTURE.

Potass. bicarb. 4 drs.
Rochelle salt. 4 drs.
Potass. acetate. 4 drs.
Potass. iodide. 1 dr.
Wine of colchicum seed. 2 drs.
Syrup, enough to make. 6 ozs.

M. Dose: One to four teaspoonfuls.

AMMONIUM CHLORIDE MIXTURE.

Ammon. chloride. 4 drs.
Wild cherry bark, bruised. 1 oz.

Add to one pint of cold water.

Dose: One tablespoonful.

AMMONIUM CARBONATE AND CAMPHOR.

Ammon. carbonate. 30 grs.
Spirit of camphor. 1 dr.
Sweet spirit of nitre. 4 drs.
Syrup of tolu. 3 ozs.

Dose: One teaspoonful.

AMMONIUM CHLORIDE AND CAMPHOR.

Ammonium chloride. 1 to 2 drs.
Spirit of camphor. 1 to 2 drs.
Spirit of nitrous ether. 4 drs. to 1 oz.
Syrup of wild cherry, enough to make. 3 ozs.

Dose: One dram.

ASTHMA MIXTURE.

Potass. iodid. 1 dr.
Fowler's solution. 30 mms.
Compound syrup of ether. 4 drs.
Syrup of wild cherry, enough to make. 2 ozs.

"BICHLORIDE" MIXTURE.

Hydrarg. chlorid. corros. 1 gr.
Potass. iodide. 4 drs.
Syrup. sarsaparilla co. 1 oz.
Water, enough to make. 3 ozs.

Dose: One teaspoonful.

"BROMIDE" MIXTURE.

Sodium bromide. 1 oz.
Saccharated pepsin. 2 drs.
Charcoal. 30 grs.
Water, enough to make. 4 ozs.

Dose: One teaspoonful.

CASCARA MIXTURE.

Extract cascara fld. 4 drs.
Tincture nux vomica. 2 drs.
Water, enough to make. 3 ozs.

Dose: One teaspoonful.

COMPOUND CASCARA.

Extract cascara fld. 4 drs.
Tincture nux vomica. 2 drs.
Tincture ferri pomat. 6 drs.
Water, enough to make. 3 ozs.

Dose: One teaspoonful.

CASCARA, BELLADONNA AND NUX.

Ext. cascara fld. 3 drs.
Tinct. belladonna. 2 drs.
Tinct. nux vomica. 4 drs.
Glycerin, enough to make. 2 ozs.

Dose: One teaspoonful.

CREASOTE MIXTURE.

Creasote. 1 dr.
Oil peppermint. 30 mms.
Glycerin. 1 oz.
Mucilage of acacia, enough to make. 4 ozs.

D. T. MIXTURE (JIM-JAM).

Potass. bromid. 2 drs.
Chloral hydrate. 1 dr.
Tincture of digitalis. 2 drs.
Tincture of capsicum. 2 drs.
Tincture of ginger. 2 drs.
Spirit ammonia aromat. 2 drs.
Syrup of orange. 2 drs.
Water, enough to make. 2 fl. ozs.

Dose: One teaspoonful.

DYSPEPSIA MIXTURE.

Fowler's solution. 1 dr.
Acid. hydrochloride dil. 4 drs.
Glycerin. 1½ oz.
Syrup of orange, enough to make. 3 ozs.

Dose: One teaspoonful.

EUPATORIUM MIXTURE.

Rhubarb, bruised. 2 drs.
Potass. chlorate. 2 drs.
Eupatorium. 4 drs.
Serpentaria. 4 drs.

Mix. Add to quart of cold water.

Dose: One wineglassful.

IRON AND MAGNESIA MIXTURE.

Epsom salt. 1 oz.
Iron sulphate. 16 grs.
Acid. sulph. dil. 2 drs.
Syrup of ginger. 1 oz.
Water, enough to make. 8 ozs.

Dose: One tablespoonful.

IRON AND NUX MIXTURE.

Tinct. nux vomica. 1 dr.
Iron and ammonium citrate. 1½ dr.
Compound tincture of gentian. 1½ oz.
Syrup, enough to make. 2 ozs.

Dose: One teaspoonful.

QUININE AND IRON MIXTURE.

Tinct. ferri chlor. 4 drs.
Quinine sulphate. 30 grs.
Water, enough to make. 4 ozs.

Dose: One teaspoonful.

IRON, QUININE AND STRYCHNINE.

Strychnine sulphate. ½ gr.
Quinine sulphate. 30 grs.
Tincture of iron chloride. 4 drs.
Water, enough to make. 4 ozs.

Dose: One teaspoonful.

MIXTURE FOR GASTRITIS.

Cinchonidine sulph. 30 grs.
Tincture capsicum. 30 mms.
Tincture cinchona co., enough to make. 3 ozs.

Dose: One teaspoonful.

LAFAYETTE MIXTURE.

Copaiba. 4 drs.
Spt. ether nitros. 4 drs.
Tinct. lavand. co. 3 drs.
Liquor potassa. 1 dr.
Mucilage acacia,
Syrup, of each sufficient to make. 4 ozs.

Dose: One teaspoonful.

COD LIVER OIL MIXTURE.

Cassia oil. 2 drops.
Cod liver oil,
Lime water, aa. 2 ozs.

COMPOUND COD LIVER OIL MIXTURE.

Oil of bitter almond. 4 mms.
Quinine sulphate,
Pepsin, saccharated, aa. 1 dr.
Syrup,
Lime water, aa. 1½ oz.
Cod liver oil. 4 ozs.

Dose: One tablespoonful.

CASTOR OIL MIXTURE, No. 1.

Castor oil,
Mucilage of acacia,
Syrup of ipecac,
Camph. tinct. of opium, of each. 4 drs.

Dose: One teaspoonful.

CASTOR OIL MIXTURE, No. 2.

Castor oil,
Powdered acacia,
Water, aa. 4 drs.
Camphorated tincture of opium,
Syrup ipecac, aa. 2 drs.
Oil wintergreen. 12 mms.
Syrup of wild cherry, enough to make. 3 ozs.

WHOOPIING COUGH MIXTURE.

Ext. belladonnae fld. 6 drops.
Alum. 15 drops.
Syrup of wild cherry,
Syrup of acacia, of each. 1 oz.

Dose: One teaspoonful.

RHEUMATIC MIXTURE, No. 1.

Potass iodide. 1 dr.
Wine of colchicum seed. 4 drs.
Compound syrup sarsaparilla. 2½ ozs.

Dose: One teaspoonful.

RHEUMATIC MIXTURE, No. 2.

Sodium salicylate. 4 drs.
Syrup of orange. 1 oz.
Peppermint water. 2 ozs.
Potass. bicarbonate. 3 drs.

Dose: One teaspoonful.

(To be continued.)

Cyrano de Bergerac on Christian Science.

The remarkable success achieved by Rostand's play, "Cyrano de Bergerac," has directed popular attention to the career of the original Cyrano, upon whose exploits the play is founded. Savinien-Hercule de Cyrano Bergerac, for that was his full name, was born of an old and noble family on March 16, 1619. His career was very similar in its general outline to that of the hero in the play. Such of his public writings as survived show him to have been gifted with a profound knowledge of philosophy, great originality of thought and a vivid imagination which enabled him to picture forth things which were then undreamt of, but have since then been nearly or quite realized.

There have been at least three translations into English of his "Voyage to the Moon." The first appeared about 1660; the second, by A. Lovell, appeared somewhat later in the same decade, and the third, by Samuel Derrick, which was published in the eighteenth century. The second of these translations has been republished since Rostand's play appeared by the Doubleday & McClure Company and furnishes delightful reading.

The phonograph is foreshadowed in the following paragraph:

"As I opened the Box, I found within somewhat of Metal, almost like to our Clocks, full of I know not what little Springs and imperceptible Engines. It was a book, indeed; but a Strange and Wonderful Book, that had neither Leaves nor Letters: In fine it was a Book made wholly for the Ears, and not for the Eyes. So that when anybody has a mind to read in it, he winds up that Machine with a great many Strings; then he turns the hand to the Chapter which he desires to hear, and straight as from the mouth of a Man, or a Musical Instrument, proceed all the distinct and different Sounds which the Lunar Grantees make use of for expressing their thoughts, instead of Language. * * * This present employed me about an hour; and then hanging them to my Ears, like a pair of Pendants, I went a Walking."

The function of the leucocytes as quite recently explained by Mentchnikoff is outlined in the following words: "To prove more plainly that universal Vermicularity, you need but consider, when you are wounded, how the Blood runs to the sore: Your Doctors say that it is guided by provident Nature, who would succour the parts debilitated; which might make us conclude, that, besides the Soul and Mind, there were a third intellectual Substance, that had distinct Organs and Functions: And therefore, it seems to me far more rational to say, that these little Animals finding themselves attacked send to demand Assistance from their Neighbors, and thus Recruits flocking in from all Parts and the Country being too little to contain so many, they either die of Hunger or are stifled in the Press. That Mortality hap-

pens when the Boil is ripe; for as an argument that these Animals at that time are stifled, the Flesh becomes insensible: Now, if Blood-letting, which is many times ordered to divert the Fluxion, do any good, it is because, much being lost by the Orifice which these little animals laboured to stop, they refuse their Allies Assistance, having no more Forces than is enough to defend themselves at home."

What we miscall "Christian Science," which has recently received so vigorous a drubbing from Mark Twain's able pen, is not so new as one might suppose, for in his "Voyage to the Moon" Cyrano says: "You little know, that the Force of Im-

agination is able to cure all the Diseases which you attribute to supernatural Causes, by reason of a certain natural Balsam, that contains qualities quite contrary to the qualities of the Diseases that attack us; which happens, when our Imagination informed by Pain searches in that place for the specific Remedy, which it applies to the Poison."

The little volume is replete with interest to all scientists who will be able to see through the fantastic imaginings frequent glimpses of a keen appreciation of the basic facts of physics, which at that time it was heresy, punishable with death, to teach or to advocate in any other manner than that chosen by Cyrano.

self also gives three characteristic bands in the violet. Phyllocyanin and phylloxanthin have bands in identical positions with these three chlorophyll bands.—Proceedings Royal Society, 65, 1899, p. 177.

Unguentum Domesticum, or domestic ointment, is the title given by Unna (Monats. fur prakt. Derm.) to a creamy mass obtained by mixing forty parts of yolk of egg with sixty parts of almond, or peanut oil, to which is added one per cent of Peru balsam. While a variety of medicaments may be applied with this ointment it is open to the objection that it is incompatible with a very considerable number of substances used in dermatology, such as the phenol group, including carbolic and salicylic acids, resorcin, pyrogallol acid and even sodium salicylate. The tannin group of remedies is also incompatible with this ointment, as are likewise the majority of the metallic salts, while sulphur soon forms with it liquid sulphur soaps of a most peculiar odor. This sulphur fermentation can be prevented by the addition of camphor.

Super-Cooling of Phosphorus.—E. G. Bryant points out that the super-cooling of water is a well-known phenomenon, but it is somewhat difficult to show as a lecture experiment, as a good deal of preparation is required. The super-cooling of liquid phosphorus, on the other hand, is exceedingly simple to demonstrate. If a piece of phosphorus be melted under a strong solution of caustic soda or potash, as in the preparation of phosphoretted hydrogen, it will apparently remain liquid for an indefinite time; at any rate, it has been kept some four days in that condition. Its temperature can be taken roughly by immersing a thermometer bulb in it, and it will bear moderate shaking or motion without becoming solid. If violently shaken it solidifies suddenly; also if an attempt is made to pour it out of the vessel. Of course, the body of solution in which it is placed prevents any noticeable rise of temperature on solidification when dealing with only a small quantity of phosphorus. The author imagines that chemical action has largely to do with the retention of the liquid condition, bubbles of phosphoretted hydrogen being given off continually, even at temperatures of 8° or 9° C. Still, whatever be the causes, the fact remains that phosphorus can be obtained and kept in a liquid state at such temperature.—Chem. News, 80, 183.

Pharmaceutical Progress.

New Remedies—Improved Processes—Modern Inventions—Wrinkles in Dispensing—Tests and Reactions.

Guacamphol is the camphoric acid ester of guaiacol.

Metasol is the name given to the metacresolantyl made by the ichthyol company of Hamburg.

Antipyreticum Compositum is the name given to a headache powder composed of a mixture of antipyrine and caffeine nitrate, that has been placed on the market by Riedel, who gives as its systematic name the compound word dimethyl-phenylpyrazolonecaffeine citrate.

Quinosol a Mixture, Not a Chemical Compound.—According to Sonntag (Pharm. Zeit., 1899, No. 86), Quinosol is not a definite chemical compound, as it has heretofore been considered, but merely a mechanical mixture of orthoxyquinolin sulphate with potassium sulphate.

Igasol is the name given to a formaldehyde derivative, which has been recommended for the treatment of tuberculosis in a gaseous form by Prof. Cervello, of Naples. A sanitarium has been erected for the application of Prof. Cervello's methods, and the most flattering results have been reported.

Methylpropylcarbinolurethane is recommended by Dreser of Elberfeld (Muench. Med. Woch., 1899, 1310) as an excellent hypnotic in doses of 7 to 15 grains in warm water. Heretofore only the urethanes of the primary alcohols have been used therapeutically, this being the first instance in which the urethanes of the secondary alcohols have been utilized.

Honthin, a New Intestinal Astringent, is given a brief preliminary notice in a recent issue of the "Pharmaceutische Post" (1899, No. 46), and full details are promised in a later number of that journal concerning the preparation. It appears to resemble tannalgin in its constitution and properties, save that it is not in the least soluble in the juices of the stomach.

Identity Test of Phenacetine.—G. Cohn (Annal. d. Chem., 309, 1) states that on pouring 50 per cent sulphuric

acid over powdered phenacetine the latter rapidly dissolves the liquid, turning in a few seconds into a crystalline mush of a white color. On boiling phenacetine with 50 per cent or even with very dilute sulphuric acid it is decomposed with the formation of acetic acid and phenetidin.

Antipyrine Incompatible with Orthoform.—Marsault has observed, that on mixing antipyrine with orthoform a moist mass is produced which eventually hardens and is then pulverized with great difficulty, though it undergoes no further change. The reaction seems to be similar to that which takes place between antipyrine and chloral hydrate, or between the former and sodium salicylate.

Sphagnol or Corbaol is a distillation product obtained from sphagnum or pest moss, and consists principally of benzol, anthracene, naphtha, phenol, cresol and cresylol. It has been recommended (Therap. d. Gegenwart, 1899, 469) as a substitute for Peru balsam, as a substitute for tar, ichthyol, etc., in the treatment of chronic eczema. It is also recommended as a cooling and healing application for burns. There are two forms of the preparation on the market, one known as the heavy sphagnol, containing all the paraffines naturally present, while in the other, turbid sphagnol, the paraffines have been removed. Sphagnol is black in color, of a disagreeable odor, of ointment-like consistence, and liquefies at 37 degrees C.

Yellow Pigment of Leaves.—In all crude alcoholic extracts of green leaves, C. A. Schunck finds two yellow coloring matters accompanying the chlorophyll, viz., chrysophyll and xanthophyll, using the latter term in a somewhat restricted sense. It is the predominant substance, and is identical with the principal yellow coloring matter in faded autumn leaves. Other yellow coloring matters may also be present. Chrysophyll and xanthophyll each gives a characteristic absorption spectrum in the violet and ultra-violet regions, the former consisting of three bands, the latter of four. Chlorophyll it-

PROPOSED NEW PHARMACY LAW FOR NEW YORK.

Text of the Act.

The following is the text of the new pharmacy law, which the several associations of pharmacy in New York State will strive to have enacted at the next session of the Legislature. Its provisions should be carefully scanned by everybody who is likely to be affected by it. The AMERICAN DRUGGIST will be glad to print the views of druggists who may have opinions to express either in favor of or in opposition to its passage.

AN ACT

To amend the public health act, and acts amendatory thereto, in relation to the protection of the public as to the practice of pharmacy, and repealing certain sections thereof.

The people of the State of New York, represented in Senate and Assembly, do enact as follows:

Section 1. Article eleven of chapter six hun-

dred and sixty-one of the laws of eighteen hundred and ninety-three, entitled "An act in relation to the public health, constituting chapter twenty-five of the general laws," as amended by chapter eight hundred and ninety-six of the laws of eighteen hundred and ninety-five, chapter two hundred and fifty-three of the laws of eighteen hundred and ninety-six and chapter two hundred and ninety-seven of the laws of eighteen hundred and ninety-seven amended to read as follows:

ARTICLE XI—PHARMACY.

Section (180) 190. Board; How organized; Term of office; Vacancies; Compensation.

(181) 191. Books, records and funds of existing boards to be delivered.

(182) 192. Powers and duties of board.

(183) 193. Licensing of existing boards; Their rights and privileges.

(184) 194. License of State Board; How granted; Revocation; Rights and privileges under license; Renewal of.

(185) 195. License; Renewal every three years.

(186) 196. Registration of Pharmacies, Dispensaries, etc.; Proprietor's name to be displayed.

(187) 197. Adulteration, or substitution of drugs, chemicals or medicines.

(188) 198. Poisons; Retailing of.

(189) 199. Application of Article limited.

(190) 200. Apprentices Employees, etc.

(191) 201. Violations; Penalties; Expenses.

SECTION 190—STATE BOARD OF PHARMACY; ELECTION OF MEMBERS; TERM OF OFFICE; HOW ORGANIZED; VACANCIES; HOW FILLED.

(1). For the purpose of this act, the State shall be divided into three sections, by counties, to be known as Eastern, Western and Middle Sections.

(2). The Eastern (New York) Section shall consist of New York, Kings County, Nassau, Queens, Suffolk, Richmond and Westchester Counties.

The Western (Erie) Section shall consist of Erie, Niagara, Orleans, Genesee, Wyoming, Allegany, Cattaraugus and Chautauqua Counties.

The Middle (Albany) Section shall consist of Albany County, and all the others not named in the other two sections.

(3). The State Board of Pharmacy shall consist of fifteen members, five members from each of the above named sections.

To be eligible for election on the Board, a person must be a citizen of the State of New York, actively engaged in the practice of pharmacy therein on their own account not less than five years, and must reside in that Section of the State from which elected.

(4). The election of the members for the Eastern Section shall be held in the month of June of each year as follows: Of the five members from this section two shall be nominated and elected by the Manhattan Pharmaceutical Association, two by the Kings County Pharmaceutical Association, and one by the New York German Apothecaries' Society, at the regular meeting in the month of June.

The election of members for the Western Section shall be held at a meeting of licensed pharmacists to be held in the month of June of each year, called under the auspices of the Erie County Pharmaceutical Association at the Buffalo College of Pharmacy, and the five members from this section shall be elected by ballot at such meeting of the licensed pharmacists residing in this section.

The election of members for the Middle Section shall be held at the annual meeting of the State Pharmaceutical Association, and the five members from this section shall be elected by ballot at the said meeting, by those licensed pharmacists and druggists members of the State Association residing in that section of the State as designated by this act.

At the first election held, after the passage of this act to form the State Board of Pharmacy of the members from each section, one shall be elected for a term of one year, one for two years, one for three years, one for four years and one for five years, after which the election shall be for the full term.

(5). The full term of office of a member of the State Board of Pharmacy shall be five years, or until his successor shall have been duly elected and qualified.

(6). Each member of such Board before entering upon the discharge of his duties shall take and subscribe the constitutional oath of office and file the same in the office of the Secretary of State.

(7). The members of the Board so elected shall meet annually commencing with the first Tuesday after the first Monday in January, next following the passage of this act, at the College of Pharmacy building in the City of Albany, at 12 o'clock noon.

The board shall elect, by ballot, a president and a secretary who shall also be treasurer, both of whom shall be members of the board, and they shall hold office for a term of one year, or until their successors are elected and have qualified.

The board shall fix the salary of the secretaries of the board, who shall execute a bond in such sum and with such conditions as the board may determine; they shall perform all the duties devolving upon them under this act, not specifically delegated to them by resolution or by-law to be performed by the several branches of the board.

(8). They shall proceed to organize the board into three branches, known as the Eastern, Western and Middle Branch; each of which shall consist of members from the respective sections, from among whom, each branch of the State Board shall elect a chairman and a local secretary who shall also be treasurer for the said section. The election for secretary of the full board carries with it the election as local secretary of the branch of the board in which he resides.

(9). Vacancies occurring in the State Board of Pharmacy from expiration of term of office, shall be filled by election as herein provided for the several sections.

Vacancies occurring from any other cause may be filled by appointment by the President of the State Board of an eligible pharmacist, residing in the section of the State in which the vacancy occurs, who shall hold the office until the time of the next annual election in the association of that section.

(10). Each branch of the State Board shall collect and receive the revenue as provided in this law, in its own section, and shall have control of the same for all lawful purposes provided for under this act. They shall have the power and authority to carry out the provisions of this act in its section of the State just as fully and completely as if it were the act of the full board, and shall perform such other duties under this act as may be delegated to them by the full board or by resolution or by law.

(11). Each member of the board shall be entitled to compensation at the rate of five dollars for each day actually engaged in the performance of services as a member of the board, provided that no member shall receive more than \$150 in any one year, together with his necessary expenses and disbursements.

SECTION 191.

All of the books, records, papers and funds of the several boards of pharmacy now existing in the State to be delivered to the State Board of Pharmacy. (1) As soon as the Board of Pharmacy hereby created shall have been fully organized it shall forthwith notify the custodians of all records, books, papers and vouchers of every nature and of all unexpended funds belonging to each of the several boards of pharmacy now existing in the State, to deliver the same into the hands of the local secretary of the board, as hereby created, and secure his written receipt therefor and the powers and duties of the Board of Pharmacy for Erie County, the Board of Pharmacy of all Greater New York and the Board of Pharmacy for the remainder of the State shall cease and determine.

SECTION 192—POWERS AND DUTIES OF THE BOARD.

(1). The State Board of Pharmacy shall have power: To make such laws, rules and regulations, not inconsistent with the constitution of the State or the provisions of this act, as it shall deem necessary for the protection of the public health, and the proper and effective prosecution of its work.

(2). To regulate the practice of pharmacy.

(3). To regulate the sale of poisons.

(4). To regulate and control the character and standard of drugs and medicines dispensed in the State.

(5). To investigate all complaints as to quality and strength of all drugs and medicines and to take such action as is necessary to prevent the sale of all such proven not to conform to the standard and tests set forth in the latest edition of the United States Pharmacopoeia.

(6). To regulate the number of hours which shall constitute a day's work of employees in a drug store or pharmacy, in cities of the first class, which shall not exceed one hundred and forty hours in each two consecutive weeks.

(7). To employ inspectors of pharmacy, and to inspect during business hours all pharmacies, dispensaries, stores or places in which drugs, medicines and poisons are compounded, dispensed or retailed.

(8). To hold meetings as often as its business shall require. Meetings for the examination of applicants for licenses may be held monthly when so determined by the Board, except in July and August, and shall be held not less frequently than once in three months.

(9). To examine all applicants for license or registration and to issue two grades of licenses to be known respectively as that of "Licensed Druggist" and "Licensed Pharmacist," and one grade of certificate as "Registered Apprentice," except that for cities of the first class, in which the grade of "Licensed Druggist" shall not be issued.

(10). To investigate all cases of disregard, non-

compliance or violation of the provisions of this act, or any other law of this State regulating the dispensing or sale of drugs, medicines or poisons, or the practice of pharmacy, which may come to its notice, and shall, whenever there appears reasonable cause, bring the same to the notice of the proper prosecuting authorities, or bring actions in the name of the State Board of Pharmacy for the punishment and recovery of penalties in such cases provided by law.

(11). To take and hear testimony with reference to any violation and to prosecute the same.

(12). The State Board of Pharmacy shall be deemed to be a board within the meaning of Sections 843 and 854 of the Code of Civil Procedure.

(13). To require and provide for the annual registration of every pharmacy, store, dispensary or place in which there is compounded, dispensed or sold, drugs, medicines or poisons, and may require as a pre-requisite for such registration the furnishing of evidence satisfactory to the board that the same is conducted in full compliance with the law, and the rules and regulations of the board shall charge and receive the sum of two dollars for each such registration.

(14). To properly preserve a record of all licenses issued by former boards of the State and shall make and keep a record of all licenses issued by it. Such records shall be open to inspection by any citizen of the State.

(15). To revoke any license issued by the board, for cause, and after an opportunity for a hearing, as herein provided.

(16). The board shall render annually to the Governor and to the State Pharmaceutical Association at its annual meeting a detailed report of its work and its receipts and disbursements, during the preceding year.

SECTION 193—LICENSEES OF EXISTING BOARDS OF PHARMACY OF THIS STATE, THEIR RIGHTS AND PRIVILEGES.

(1). The licensees of the several legally constituted boards of pharmacy in this State shall continue to enjoy in their respective sections the rights and privileges which are now conferred upon them by their licenses or registration at the time this act shall take effect so long as they comply with the formal requirements of this act and of the board hereby created.

(2). Any person who, on the first day of January, nineteen hundred and one, shall lawfully hold a license or certificate of registration granted upon examination as an "assistant pharmacist" from any legally constituted board of pharmacy of this State, the same not having been revoked, may apply to the State Board of Pharmacy hereby created, surrendering his or her certificate of license or registration accompanied by a fee of one dollar and his or her affidavit that he or she has had three years' practical experience in the compounding, dispensing and retailing of drugs, medicines or poisons and may be granted a license as a "licensed druggist" entitling him or her to practice as such throughout the State except in cities of the first class.

(3). Any person who, on the first day of January, nineteen hundred and one, shall hold a license or certificate of registration as a "pharmacist," granted upon examination by any legally constituted board of pharmacy of the State of New York, may make application to the board of pharmacy hereby created, surrendering his or her certificate of license or registration accompanied by the fee of one dollar and may be granted by said board a license to practice as a "licensed pharmacist" anywhere within the State.

SECTION 194—LICENSES OF STATE BOARD; HOW GRANTED; RIGHTS UNDER; LICENSE MUST BE DISPLAYED; REVOCATION.

(1). From and after the passage of this act there shall be in this State two classes of establishments for the sale of drugs, medicines and poisons, and the compounding and dispensing of physicians' prescriptions, viz., (1) pharmacy (2) drug store, and two classes respectively of qualified persons to own or have charge of the same, (1) pharmacist, (2) druggist.

(2). In the month of January, 1901, and annually thereafter, every licensed pharmacist who takes into his employ an apprentice for the purpose of becoming a pharmacist shall report to the Board within three months thereafter such facts as the board may require for registration.

The board may issue to such apprentice, when his character and qualifications are satisfactory, a certificate of registration as a "Registered Apprentice," and the date of the certificate shall be proof of the time when practical experience began with the apprentice named therein.

The fee for such registration shall be fifty cents.

(3). Except as specified in a preceding section no person shall be granted a license as a "licensed druggist" until he or she shall have made written application to said board setting forth

upon affidavit that he or she had not less than three years' practical experience where drugs, medicines and poisons are dispensed and retailed and prescriptions compounded, at least two years of such experience having been within five years last preceding the date of such application; shall have paid such license fee as shall have been fixed by such board, not exceeding five dollars, and shall have passed an examination satisfactory to said board for the granting of such license.

(4). It shall be lawful for a "licensed druggist," under this act, who shall conform with the rules and regulations of the State Board of Pharmacy, to have the right to take, exhibit and use the titles of "Licensed Druggist" and "Drug Store," and to practice limited pharmacy, to have charge of, engage in, conduct or carry on, on his or her own account, or for another, the dispensing, compounding or retailing of drugs, medicines or poisons, in any place which, by the last State census, or the United States census, had a population of less than five hundred, but no licensed druggist shall have charge of more than one drug store at the same time.

(5). To be employed for the purpose of dispensing, compounding or retailing drugs, medicines or poisons, in a duly registered pharmacy, drug store or dispensary, under the management and supervision, and during the temporary absence of the licensed pharmacist in charge thereof, anywhere within the State, except in cities of the first class.

(6). Except as specified in a preceding section no person shall be granted a license as a "licensed pharmacist" until he or she shall have made written application to said board, setting forth by affidavit that he or she is 21 years of age, that he or she has not had less than four years' practical experience in the United States where drugs, medicines and poisons are dispensed and retailed and prescriptions compounded, one year of which experience shall have been had within the five years last preceding the date of such application in a pharmacy or store in the United States under the management and direction of a licentiate in pharmacy; shall have paid such license fee as is fixed by said board, not exceeding the sum of ten dollars, and shall have passed an examination satisfactory to said board for the granting of such license.

(7). It shall be lawful for a "licensed pharmacist" under this act, who shall conform with the rules and regulations of the Board of Pharmacy, to have the sole right to use and exhibit the title of "Graduate in Pharmacy" (if the same has been conferred upon him) to take, use and exhibit the titles "licensed pharmacist" and "pharmacy," and to practice pharmacy, to have charge of, engage in or carry on for himself, herself or another, the dispensing, compounding or sale of drugs, medicines or poisons anywhere within the State, but no licensed pharmacist shall have personal charge of more than one pharmacy, drug store or dispensary at the same time. Provided a pharmacist shall have the right to exhibit and use all the titles and privileges of a druggist.

(8). Except as specified in this act, it shall be unlawful for any person to practice as a pharmacist, assistant pharmacist or druggist, or to engage in, conduct, carry on or be employed in the dispensing, compounding or retailing of drugs, medicines or poisons.

(9). Every person practicing as a licensed or registered pharmacist, assistant pharmacist or druggist must, at all times, display his or her certificate or license or registration and keep the same displayed conspicuously in the dispensary, pharmacy, store or place in which he or she practices under such license or registration.

(10). In case of the failure of an applicant upon his or her first application to pass a satisfactory examination before the said board, a second examination shall be granted him or her without further payment of fee, if applied for within six months from the presentation of such first application for examination.

SECTION 195—[Out].

SECTION 196—REGISTRATION OF PHARMACIES, DISPENSARIES, ETC. PROPRIETOR'S NAME TO BE DISPLAYED.

In the month of January, nineteen hundred and one, and annually thereafter, the proprietor of every dispensary, pharmacy, store or place in which drugs, medicines or poisons are compounded, dispensed or retailed, shall make a statement upon oath to the Board of Pharmacy showing what licensee is in charge of the same and what other licensed or registered apprentices are engaged or employed therein, together with any other facts or data that may be required by the board, accompanied by a fee of two dollars, and shall receive from the Board of Pharmacy a certificate of registration, which must at all times be conspicuously displayed in said dispensary, pharmacy, store or place with the certificate of registration or license of the person in charge thereof.

Every individual, co-partnership or corporation being the proprietor or proprietors of a pharmacy or store for retailing, compounding or dispensing drugs, medicines or poisons, shall cause the actual name of such proprietor or proprietors to be displayed upon a sign, which shall be kept conspicuously placed upon the exterior of the premises where such pharmacy or store is conducted. The name or names so displayed upon the sign shall be deemed presumptive evidence of ownership of such pharmacy or store.

SECTION 197—ADULTERATION OR SUBSTITUTION OF DRUGS, CHEMICALS AND MEDICINES.

(1). Unless otherwise prescribed for, or specified by the customer, all pharmaceutical preparations sold or dispensed in the pharmacy, dispensary or store, shall be of a standard strength, quality and purity, to correspond with that established by the latest edition of the United States Pharmacopoeia.

(2). Every proprietor of a wholesale or retail drug store, pharmacy or other store or place where drugs, medicines or chemicals are sold, shall be held responsible for the quality and strength of all drugs, chemicals or medicines sold or dispensed by him except those sold in original packages of the manufacturer, and those articles or preparations known as patent or proprietary medicines.

Any person who shall knowingly, willfully or fraudulently falsify or adulterate any drug or medical substance or preparation, authorized or recognized by the said Pharmacopoeia, or used or intended to be used in medical practice, or shall willfully, knowingly or fraudulently offer for sale, sell or cause the same to be sold, shall be deemed guilty of a misdemeanor, and upon conviction thereof shall be punished by a fine in any sum not less than \$75.00, nor more than \$150.00, or by imprisonment in the county jail for a period of not less than one month nor more than three months, and any person convicted of a second offense may be punished by both fine and imprisonment; in any case all drugs or preparations so falsified or adulterated shall be forfeited to the board and by the board destroyed.

SECTION 198—APPLICATION OF ARTICLE LIMITED.

This article shall not apply to the practice of a practitioner of medicine who is not the proprietor of a store for the retailing of drugs, medicines and poisons, or who is not in the employ of such a proprietor, and shall not prevent practitioners of medicine from supplying their patients with such articles as they may deem proper, and except as to the labeling of poisons it shall not apply to the sale of medicines or poisons at wholesale when not for the use or consumption of the purchaser, or to the sale of Paris green, white hellebore and other poisons for destroying insects, or any substance for use in the arts, or to the manufacture and sale of proprietary medicines, or to the sale by merchants of ammonia, bicarbonate of soda, borax, camphor, castor oil, cream of tartar, dye stuffs, essence ginger, essence peppermint, essence wintergreen, non-poisonous flavoring essences or extracts, glycerin, licorice, olive oil, sal ammoniac, saltpetre, sal soda and sulphur, except as herein provided.

SECTION 200—APPRENTICES, EMPLOYEES, ET CETERA.

This article shall not be so construed as to prohibit the employment in licensed pharmacies or drug stores of apprentices or assistants for the purpose of being instructed in the practice of pharmacy; but such apprentices or other unlicensed employees or assistants shall not be allowed to prepare or dispense receipts or prescriptions or to sell or furnish medicines or poisons, except in the presence of and under the personal supervision of a licensed pharmacist or licensed druggist, who must either be the proprietor or owner of said pharmacy or store or must be in the actual employ of such proprietor or owner, and where violations of this article occur on the part of the said apprentices or other unlicensed employees in any pharmacy or store, the corporation, association, co-partnership or person being the proprietor of such pharmacy or store shall be equally liable as principal for such violations.

SECTION 201—PENALTIES; EXPENSES.

(1). Said board shall not grant a license to any applicant if satisfied that the safety of the public health will be endangered by reason of the habits or character of said applicant. If any person shall have obtained a license by misrepresentation or fraud or shall become unfit or incompetent by reason of negligence, habits or other cause to practice as a pharmacist, assistant pharmacist or druggist, the State Board of Pharmacy shall revoke such license after giving such person reasonable notice, add an oppor-

tunity to be heard, and if any licentiate shall willfully and repeatedly violate any of the provisions of this act or the rules and regulations established by this board, the board may revoke his or her license upon sufficient evidence of such violation, in addition to any other punishment by law imposed for such violation.

(2). Whenever the board shall revoke the license or registration of any pharmacist or druggist or apprentice, it shall notify the licensed or registered person of such action, and he or she shall immediately deliver to the board or its representative his or her certificate of license or registration.

(3). Any person who shall attempt to procure or who shall procure registration for himself, herself or for any other person, under this title, by making or causing to be made any false representations, shall be deemed guilty of a misdemeanor, and shall, upon conviction thereof, be punished by a fine not exceeding five hundred dollars or to imprisonment for one year, or to both such fine and imprisonment. Any registered pharmacist who shall permit the compounding and dispensing of prescriptions of medical practitioners in his store or place of business by any person or persons not registered; any person not registered by said board who shall prepare or dispense a medical prescription or physician's prescription, or dispense or sell at retail poisons or medicines except under the immediate supervision of a registered pharmacist whose license or certificate of registration is displayed in the place where the same is prepared, dispensed or sold; any person not registered by said board who shall open or conduct or have charge of or supervise any pharmacy or drug store for retailing, dispensing or compounding medicines or poisons; any person who shall fraudulently represent himself or herself to be registered or any registered pharmacist or other person who knowingly refuses to permit any member of said board or any inspector of pharmacy employed by said board to enter a pharmacy for the purpose of lawfully inspecting the same or intentionally prevents the lawful inspection of any pharmacy or other store; any person whose license or certificate of registration has been duly revoked by said board and who refuses to deliver up his or her certificate or license to said board; every proprietor whose name does not appear upon the sign as herein above provided, and every holder of a license or certificate of registration who fails to display the same as above provided; and any registered pharmacist or dealer in medicines and poisons, or other person who shall violate any of the provisions of this title, in relation to the retailing and dispensing of drugs, medicines and poisons, for which violation no other punishment is hereinbefore imposed, shall, for every such offense be deemed guilty of a misdemeanor, and upon conviction thereof shall be punished by a fine of fifty dollars or by imprisonment not to exceed sixty days, or by both such fine and imprisonment, and in addition thereto his or her license or certificate shall be revoked and his name shall be stricken from the register without further hearing.

All fines imposed and collected under any of the provisions of this title shall be paid over to the said Board of Pharmacy.

(4). Of the three branches of the State Board of Pharmacy, each shall collect and receive the amounts due from all sources in its own section of the State, and apply the same for the payment of the lawful expenses of the board and the necessary expenses incurred in carrying out the provisions of this act, and of any surplus remaining in the Eastern Section three-fifths shall be for the benefit of the College of Pharmacy of the City of New York, situated in the borough of Manhattan, and two-fifths for the benefit of the Brooklyn College of Pharmacy, situated in the borough of Brooklyn.

Any surplus remaining in the Western and Middle Sections to be used as now by law provided. Said surplus to be determined by the annual report each year, and shall be payable immediately after the annual meeting of the board, and the sums so paid to the trustees of the said colleges shall form and be known as the Library Fund of the colleges named.

(5). Section two hundred, two hundred and one, two hundred and two, two hundred and three, two hundred and four, two hundred and five, two hundred and six, two hundred and seven, two hundred and eight, two hundred and nine and two hundred and ten of the public health law are hereby renumbered sections two hundred and ten, two hundred and eleven, two hundred and twelve, two hundred and thirteen, two hundred and fourteen, two hundred and fifteen, two hundred and sixteen, two hundred and seventeen, two hundred and eighteen, two hundred and nineteen and two hundred and twenty respectively.

(6). All acts and parts of acts inconsistent with the provisions of this act are hereby repealed.

(7). This act shall take effect January first, nineteen hundred and one, excepting so much thereof as relates to the election of the members of the Board of Pharmacy, which shall take effect immediately.

VARIOUS FOREIGN MARKETS FOR DRUGS.*

The Drug Trade in Hawaii.

The general drug trade of the Hawaiian Islands is in a satisfactory condition and the consumption of pharmaceutical products is increasing, as shown by an importation of \$13,804 more goods last year than in 1897, the total being \$75,941 in 1897 and \$89,745 in 1898. Bandages, adhesive plaster, gauzes, both medicated and plain; absorbent cotton, plain as well as medicated; (carbolyated and borated) lint and surgical ligatures and medicinal plasters are largely imported by the wholesale drug trade, which is centered in Honolulu and represented by Bruns, Smith & Co., the Hobron Drug Co., and the Hollester Drug Co. There is also a drug house on Hilo Island called the Hilo Drug Co., which was incorporated last year with a capital of \$10,000. These four are the leading drug houses in the Hawaiian Islands, and there are about two dozen retail stores scattered throughout the islands which are owned by native Hawaiians or Chinese.

Pharmaceutical supplies in the shape of extracts, fluid and solid; also tinctures, elixirs, pills, tablets, etc., find a ready sale. This class of goods has been thoroughly introduced and is generally dealt in and stocked by the local drug stores. Some manufacturing is also being done by Hawaiian drug importers. As the drug trade is increasing, the Hawaiian Islands should be a desirable market for improved pill and tablet machinery for the purpose of home manufacturing. Pills figure prominently in the importations, \$4,061 worth having been imported during 1898. Sarsaparilla in the shape of extract and tincture sells pretty well and is largely received in bulk for use in preparations put up by the local jobbers.

The same forms of medication are used as in the United States, tablets, pastils and lozenges being very popular. The remedies are dispensed almost exclusively by the physicians, who buy their supplies from the four houses handling drugs. Tablets are imported in packages of 100, 500 and 1,000. Pharmaceutical products come from the United States principally; some come from England, Germany, France and Italy.

Diseases are similar to those in the United States except that malaria is more prevalent, as are also constipation and diarrhoea, depending on the water supply. There is no demand for anti-diphtheritic tablets. Not more than three or four cases of diphtheria have been heard of in as many years. The market in Honolulu is not any different from the market of the United States. The products of Messrs. Johnson & Johnson, Seabury & Johnson and the J. Ellwood Lee Co. are sold, and the sizes, shapes, styles, etc., are exactly the same as are prepared for the local trade in the States.

The Drug Trade in Haiti.

In the republic of Haiti the practice of medicine and surgery follows the French system. Most of the physicians of reputation and large practice have been in Paris and have brought back with them the French technique in operating and a preference for French products. Hence they prefer first of all

French goods, such as chemicals from Darasse Frères & Landrin, chloroform from Adrian, quinine from von Pelletier, etc., etc.

For surgical supplies the same is used as in Paris; silk worm gut (crins de Florence), catgut, silk wires, silver wires, carbolyzed cotton, iodoform, salol, salicylic, sublimate and borated gauze, etc., and calcium and India rubber bands. Cotton comes mostly in 50 Gm., 100 Gm. and 250 Gm. packages. The bandages are mostly 3, 4, 5, 6 Cm. by 5 meters, and are preferably of soft muslin and impregnated cotton. The gauze comes mostly in $\frac{1}{2}$ and 1 square meter. The goods are packed in rolls of parchment paper or in carton boxes, and are put up very elegantly with handsome labels in French text. The quality is throughout superior. The goods having the largest sale are carbolic acid, iodoform and borated cotton.

Medicinal plasters are not much used. The following have been well introduced: Albespeyres cantharides plaster, thapsia plaster, vigo plaster and India rubber (caoutchouc) plaster. All of these are carefully spread and are very durable in the tropics. The length is mostly 1 meter, the width 20 Cm.

Medicinal soaps (carbolic, tar, sublimate, sulphur, etc.) find quite a good sale. The most preferred brand is Molard, of Paris, although very expensive. German makes, as for instance "Stiefel," are competing successfully because they are put up in convenient sizes, very elegantly, and are labeled in the French language and are considerably cheaper. The German makes compete strongly with the French. Of the American makes there are hardly any sold to speak about. The chief cause is that the American preparations are dearer and that the American firms employ French labels, French catalogues and French prospectuses and directions only in case of large orders. Without the adoption of French usage it is exceedingly hard to introduce new goods in Haiti.

Sulphur candles are not known. Yellow fever, scarlet fever, small-pox, etc., seldom occur, and in these rare cases fumigations are made with a composition of sulphur, asafoetida and aloes.

American patent medicines, as, for instance, the manufactures of Lanman & Kemp, Scott & Bowne (Scott's Emulsion), Dr. Ross (Dr. Ross's Life Pills), Kaulmann (Solphon Bitters), Cassebeer (cod liver oil), etc., etc., have already gained a sale in Haiti and are in constant demand. In the same manner new articles might be introduced if there were not a lack of necessary advertisements, etc. It does not matter in what form they are put up, whether in capsules, lozenges or tablets. There is no large demand for anti-diphtheritic remedies in Haiti, as diphtheria seldom occurs. The most frequent diseases are the various fevers, diseases of the liver and skin. Tuberculosis is also strongly prevalent.

At present the commercial conditions in Haiti are bad. The Haitians of all classes are very susceptible to advertisements of all kinds, and effective introduction of any remedies and preparations. They never refuse an article put up elegantly and with directions and inscriptions printed in French.

Notes on Cuba.

The forms of medication generally used in Cuba are wines and syrups. Tablets, pastils and lozenges are occasionally but

not commonly used. Physicians give prescriptions which are prepared and served at the drug store. They never buy medicines except for their own personal use. Pills are packed in packages of 100 in each; pastils and tablets in bottles containing 25 or 50 each. They do not retail by the pound. The pharmaceutical products are chiefly obtained from Germany and France, from the latter especially the patent wines; from the United States, fluid extracts, certain drugs and patent medicines. There is considerable call for anti-diphtheritic antitoxin. Tablets are seldom called for. Most of the patent medicines used in the country are of American origin.

It is the custom of all physicians in Jamaica to keep their own dispensaries. The sale of antiseptics is not important. There is scarcely any demand for bandages, but the most desired sizes are from 2" to 2 $\frac{1}{2}$ ". There is no market at all for sulphur candles. The demand for bandages is very small, but all the various kinds are kept in stock. The market for medicinal plasters is not of any importance. Very little courtplaster is sold. Plasters are bought by the yard and are ready cut, but there is very little demand for either. There would be a small market for medicated soap; many brands are now represented. The principal competitors on the market are Seabury & Johnson, Johnson & Johnson, and J. E. Lee.

Trade in the Transvaal.

The Transvaal is not an unhealthy country, but at the same time there is a sale for many medicines that have become popular in the United States; in fact, there are advertisements in the newspapers every day of patent medicines that have a very familiar look to one accustomed to reading the American papers. Such remedies as Ayer's Cherry Pectoral, Carter's Little Liver Pills, Williams' Pink Pills, Cuticura, Castoria, Condy's Fluids, etc., etc., are advertised in all the papers and handled by all druggists. Malarial, typhoid and enteric fevers, pneumonia, small-pox, leprosy, diphtheria, dysentery and rheumatism are the most common diseases; hence drugs for these ailments would be the most commonly sold. Of course the drug and patent medicine business requires the greatest amount of judiciousness to be displayed in the advertising and introduction of goods, and in these matters our American manufacturers have proven themselves wonderful adepts. Should they prove their skill equally well in this field they could unquestionably reap a rich reward. There are no restrictions imposed by the Government on any drugs or patent medicines of American manufacture.

Antiseptics in Japan.

The principal antiseptics used in Japan in the line of bandages are the bichloride, in 2 $\frac{1}{2}$ inch widths, in 6 yard lengths. There is no demand for sulphur candles, as the country is full of sulphur. The cotton bandages are the most generally sold in this country. The medicinal plasters of Johnson & Johnson and Seabury & Johnson are very popular in the Japanese market. Very little courtplaster is sold. The plasters handled are already cut in pieces and Brandreth's are the most popular. In a small way there would be a market for medicated soap. The competitors in this line of goods are the Germans and Japanese.

*Prepared for the AMERICAN DRUGGIST from the records of the Philadelphia Commercial Museum.

Queries and Answers.

We shall be glad, in this department, to respond to calls for information bearing on pharmacy or any of its allied topics, and cordially invite our friends to make use of this column.

The name and address of the inquirer must accompany the communication, not for publication, but to assure attention, as we make it a rule to pay no regard to anonymous correspondence.

Hensel's Tonicum.—R.—This preparation is of German origin and is also known as "Tinctura Ferri Acetico-Formicati" and "Tinctura Tonica Nervina Hensel." The following formula is that given in the official formulary of Baden:

	Parts.
Calcium carbonate	60
Formic acid (sp. gr. 1.06).....	200
Distilled water	155

Place the formic acid and water in an evaporating dish and gradually add the carbonate with constant stirring.

The formula given below appears in Dieterich's "Pharmaceutische Manual":

	Parts.
Ferrous sulphate	21
Ferric sulphate solution (sp. gr. 1.43) ..	80
Diluted acetic acid (30%).....	320
Distilled water	80

Mix the above ingredients and then add:

	Parts.
Alcohol (90%)	400
Acetic acid	15

Allow to stand in a closed vessel for eight days and then filter.

Prof. Lloyd's Assay Process.—H. S.—Prof. Lloyd's scheme of assay formed the subject of an original paper which was presented to the American Pharmaceutical Association and awarded the Ebert prize for 1891. The different steps in the process have been summarized by Keenan (Phar. Record XIV, 8) as follows:

1. Take any fluid extract, excepting those containing volatile alkaloids or that are insoluble in neutral liquids* 5 Cc.

2. And add to it a sufficient amount (8 to 10 Gm.) of a mixture of equal weights of dry ferric hydrate and sodium bicarbonate, mix well, then 20 Cc. of chloroform (or ether)† and a few drops of syrup—enough syrup to form a pulpy magma.

3. Exhaust this magma (which will separate sharply) by trituration with the 20 Cc. of chloroform (or ether).

4. Decant this, repeat the exhaustion with three successive portions of 10 Cc. each of chloroform (or ether).

5. Evaporate the combined chloroformic (or ethereal) solution in a deep beaker glass placed on a water bath.

6. Exhaust the residue with a 2 per cent solution of sulphuric acid, using about four portions of 5 Cc. each, and filter through a small wet filter into an 8 ounce rotator.

*Morphine, for example.

†In some cases ether is desirable. For instance, ether is the solvent for sanguinaria, and to assay fluid extract of sanguinaria, Professor Lloyd advises the substitution of ether for chloroform. In which case it is best to use 20 Cc. of ether each time, because of loss of ether by evaporation. However, chloroform is preferable when it is a solvent, because it is less volatile and not inflammable, and in nearly all cases it will answer.

7. Render the acid solution alkaline with ammonia, and abstract the alkaloid by treating (rotating) the solution with 40 Cc. of chloroform in divided portions of 10 Cc. each.

8. Evaporate the chloroform in a tared beaker glass and weigh the product. Its weight expressed in grams and multiplied by 20 will show the alkaloidal percentage of the fluid extract.

Horse Condition Powder.—C. K.—We are sorry we cannot furnish a copy of the journal in which the formula for horse condition powder was printed, as this number is scarce. We are pleased, however, to quote the formula with the directions for putting the powder up for sale as communicated to us by the author:

Gentian root,
Aniseed,
Caraway seed,
Linseed,
Coriander seed,
Resin,
Saltpetre,
Liquorice root,
Fenugreek, of each 1 pound.

To the above ingredients, all in fine powder, of each one pound, add oil of cloves two drachms and mix well in a large mortar; it is not necessary to sift, if the resin and saltpetre are finely powdered before mixing.

These powders should be put up in one-pound tins, wrapped in blue paper, and labeled.

HORSE CONDITION POWDERS.

For keeping horses in good condition, promoting appetite and digestion they are unsurpassed; they act as a tonic and mild diuretic and produce the much-desired glossy skin which every healthy horse should have.

Directions for use: "One or two tablespoonfuls mixed well with the food every night and morning for a week or two, then once a day."

For carriage horses, a warm barn, barley or oatmeal mash occasionally, works wonders in conjunction with the condition powders."

Clear White Syrup Hypophosphites.

—R. L. M.—The following formula has been found satisfactory as producing a clear white syrup free from the greenish color complained of:

Sodium hypophosphite	512 grs.
Potassium hypophosphite	256 grs.
Calcium hypophosphite	384 grs.
Manganese hypophosphite.....	128 grs.
Quinine	128 grs.
Strychnine	8 grs.

Dissolve the sodium, potassium and calcium salts in 56 fluid ounces of warm water and the manganese in 8 fluid ounces of water, adding sufficient hypophosphorous acid to effect solution. In this dissolve the alkaloids, adding as much hypophosphorous acid as may be necessary to effect solution. Mix the solution and filter. In the filtrate dis-

solve 112 ounces of sugar by cold percolation, returning the first portions of percolate until it runs through bright and clear.

The iron hypophosphite is formed by acting on iron sulphate with phosphoric acid in the presence of calcium hypophosphite after the following formula:

Iron sulphate	480 grs.
Phosphoric acid (50%).....	4 fl. drs.
Water	3 fl. ozs.

Rub 826 grains calcium hypophosphite with this solution in a mortar until dissolved, then filter. This solution is added to the solution previously made, and the whole made up to one gallon with simple syrup.

Tar Horehound Cough Syrup.—M. P. A.—One of the most satisfactory methods of preparing this syrup is afforded by a formula devised some time ago by Louis Emanuel, of Pittsburg. It reads:

Horehound	2 drs.
Irish moss	1½ oz.
Ammon. mur.....	2½ ozs.
Boiling water.....	4 pts.

Let stand for twelve hours, strain, and add:

Oil tar	2 drs.
Dissolved in chloroform.....	4 drs.
F. E. senna.....	2 ozs.
Syr. squills comp.....	1 pt.

This makes a good cough syrup and finds ready sale.

Pharmacy Requirements in the Transvaal.—M. P. asks if we can inform him as to the requirements necessary for one to open a drug store in Cape Colony, the Transvaal Republic or the Orange Free State.

Pharmacy affairs in South Africa are in a very chaotic state at present. Martial law has been declared throughout the territory controlled by the British, Free Staters and Boers, and this suspends all civil law. In times of peace the regulation of the practice of pharmacy in Cape Colony (British territory), is vested in a Board of Pharmacy patterned pretty much after the same model as the Boards of Pharmacy we are familiar with in this country, which, as you are aware, operate under laws mostly modeled after the Pharmacy law of Great Britain. In the Transvaal conditions are different, and the law is deemed very imperfect. Indeed, so far as the sale of poisons by unqualified persons is concerned it might be non-existent, though morphine, cocaine and similar narcotics are only sold on an order signed by a landrost. Any person wishing to practice pharmacy in the Transvaal Republic must go to Pretoria, the capital, and pass an examination before the Board of Pharmacy. The Boer examination is considered much more severe than that of the Orange Free State. The examination is conducted in four languages—English, German, French and Dutch—and the candidate must have a conversational knowledge of Plattdeutsch. The board, however, accepts the certificates of any recognized body of examiners. It appears that they are much more free-and-easy going in the Orange Free State, for, as report goeth, applicants for registration who fail to pass the examination of the Pretoria Board, take train to Bloemfontein, the capital of the State (much the same way as candidates in our own city who fail before the City Board go up the State), and, by treating them well,

become friendly with the Board, and are enabled to arrange for an examination almost to order. We are assured of this on the authority of the Johannesburg "Star," which tells the tale of the man who, failing to pass the examination in Pretoria, went to the Orange Free State (whose pharmacy certificate was accepted in the Transvaal), and with cigars and good dinners became so friendly with the Board, that when he appeared, before them as the examinee, they were astonished at what he knew. Indeed, it is on record that they went into ecstasies with his pat replies to questions. Examples of the questions and answers are given as follows:

Q. What is ipecacuanha? A. It's a stuff for kids, y' know.

Q. What are the properties of arsenic? A. It's a poison.

Q. Where does beeswax come from? A. The yellow stuff that comes from bees.

It is related that the successful candidate was promptly registered by the Pretoria Board on the presentation of the certificate obtained in the manner narrated at Bloemfontein.

A Correction.—We are obliged to B. H. and others who have called our attention to a typographical mix-up in the formulas for some photo requisites, as printed in the October number, on page 203. Corrected, the amount of water in the "Metol Developer" formula should be twenty ounces. A line was dropped entirely from the formula for "A Fixing and Hardening Bath," the missing line reading "Water, 80 ounces."

Aggravated Mange in a Dog.—M. J.—From your description of the symptoms, the case is one of aggravated mange. A favorite English application is made by mixing equal parts of oil of pine tar, olive oil and spirit of turpentine. A few applications of this, at intervals of three or four days, will remove the superficial layer of skin, and destroy the parasite which causes the trouble. A scurfy condition follows the application of this remedy, but the hair rapidly grows again, particularly if a mild healing lotion be applied after the lotion first used has effected its purpose. A nice healing compound of this character may be made by mixing one part of balsam of Peru with three parts of castor oil, or a 10 per cent lotion of ichthyol in glycerin and water may be applied.

Alkaloids of Nux Vomica Thrown Out of Solution.—W. M. V. S. submits the following:

Potass. iodide	2½ dra.
Tinct. nux vomica	2½ dra.
Chloral hydrate	2½ dra.
Aqua, q. s. ad.....	4 ozs.

"We are informed that potassium iodide and strychnine are incompatible; and as the tincture of nux vomica in this prescription contains strychnine, the mixture must be incompatible. Are potassium iodide and tincture of nux vomica incompatible?"

Confining ourselves to the prescription submitted to us, the incompatibility, if it can be called incompatibility, does not rest between the two ingredients named. It is quite possible that after the solution of active constituents of the nux vomica held in place by the alcohol of the tincture has been disturbed by the amount of water ordered in this prescription, a reaction may take place between the potassium iodide and the alkaloids of

the tincture, but the reaction would be on such an attenuated scale, and the product so minute, that no danger could be apprehended from this source.

A much more likely incompatibility in the above prescription is to be looked for between the potassium iodide and the chloral hydrate, though the quantity of alcohol is hardly sufficient to bring about the reaction we have in mind, namely, the formation of chloral alcoholate, which sometimes takes place when alcohol is added to a solution of chloral and certain very soluble salts like potassium iodide. Chloral alcoholate separates as an oily liquid of low specific gravity which will float on the surface of the liquid.

Book on Incompatibles.—W. H. B.—This subject is treated very fully in "The Art of Compounding," by Prof. Wilbur L. Scoville, of the Massachusetts College of Pharmacy. It is published by P. Blakiston's Son & Co., of Philadelphia; price in cloth, \$2.50. The book may be ordered through the American Druggist Publishing Company, or any firm of book sellers.

To Free Tobacco Smoke from Nicotine.—F. Landfrid, of Heidelberg, has patented an attachment to tobacco pipes (D. R. P., 105, 197) which is filled with molybdates and through which the smoke passes, the molybdates arresting the nicotine but permitting the passage of the other bases upon which the aroma of the tobacco depends.

Bibliography.

A Laboratory Manual of Physiological Chemistry. By Elbert W. Rockwood, B.S., M.D., Professor of Chemistry and Toxicology in the University of Iowa. Illustrated with one colored plate and three plates of microscopic preparations. 8½x7¼ inches. Pages viii+204. Extra cloth, \$1. net. The F. A. Davis Co., publishers, 1914-16 Cherry street, Philadelphia.

This volume is what its title implies, a laboratory manual and vade mecum of the subject. It is especially adapted for class work, and has been prepared with the evident aim of imparting knowledge through the student's own observation. Blank pages are inserted throughout the book for additional notes by the student.

Proceedings of the Sixteenth Annual Convention of the National Confectioners' Association of the United States, held at Thousand Islands, N. Y., July 12-14, 1899. With official record of reports, circulars and communications for the year. Secretary, F. D. Seward, St. Louis.

This is an exceptionally well-prepared report and will be preserved for reference for some time to come. It contains a list and descriptions of the harmless anilin colors and a copy of the Brosius-Falkner Pure Food Law.

Seventeenth Annual Proceedings of the Maryland Pharmaceutical Association at Ocean City, Md., July 11-15, 1899; including minutes, president's address, reports of committees, papers read, list of officers and members, constitution and by-laws.

Among the papers of more than average merit printed in the present year's proceedings, we note a "Report of the Pharmacy Committee for the year 1898-1899," which constitutes an exceedingly able review of recent work in pharmaceutical research. A paper by Charles Caspari, Jr., on "Soap-lye Glycerin,"

shows that glycerin made from the decomposition of fats is not infrequently inferior to the article obtained from the refuse waters of soap manufacture and known as soap-lye glycerin.

Proceedings of the Twenty-first Annual Meeting of the New York State Pharmaceutical Association, held at Albany, N. Y., June 27-30, 1899. pp. 1-297.

Secretary Todd has surpassed himself in this volume. The cover is a thing of beauty. A sign board pendant in the upper left-hand corner bears the figures "1899," while away down in the lower right-hand corner stands a brownie on a mortar holding in his hand a scroll with the legend "21st Annual Convention." A flaming torch sends its smoke curling in a thin wreath from the middle right down through the title, "Proceedings New York State Pharmaceutical Association" until it encircles the brownie figure at the bottom of the page.

Of the contents of the volume little need be said, as our readers are already quite familiar with the work transacted at Albany. It contains two excellent half-tone engravings showing groups of the members and commercial travelers in attendance upon the meeting.

Books, Etc., Received.

The twelfth and thirteenth annual reports of the Virginia Board of Pharmacy from October, 1897; March and October, 1898; to March, 1899, are issued as a separate document. The proceedings of the board at the several stated meetings are given in detail, and a full statement of receipts and expenditures is printed. [When may we look for a similar accounting from the New York City Board?—Ed.]

Die Aetherischen Oele. Von E. Gildemeister und Fr. Hoffmann. Bearbeitet im Auftrag der Firma Schimmel und Co., in Leipzig. Mit vier Karten und zahlreichen Abbildungen. Pp. iv. + 918. Berlin: Verlag von Julius Springer. 1899.

Preliminary Catalogue of Plants Poisonous to Stock, by V. K. Chestnut, B.S., assistant, Division of Botany, Department of Agriculture. Reprinted from the Annual Report of the Bureau of Animal Industry for 1898.

Anaesthesia: Nitrous Oxide; Ether; Chloroform. By S. Ormond Goldan, M.D. Reprinted from the New York Medical Journal for July 29 and August 5, 1899.

How a Trade Paper Helps.

Some time ago one of our successful wholesalers, when asked why he patronized trade papers so largely, to the neglect of other methods, made the following reply: "Men who do not read their trade papers are usually poor customers. If I sell them a lot of machinery, they do not know how to use it, and report a failure, or we have to run after them, lose time and money to get them a-going and make the sale stick. But those who read and are posted know how and succeed. Such men would not read circulars if I were to mail circulars to them. They see my ad regularly in the trade paper, and know I have an established business, and when they want anything in my line write me, and don't whine about prices, or what time they can get from others, buy, try and have no trouble and pay the bill. Give me such a class of customers as I get by such judicious advertising all the time." —The Keystone.

Advertising Ideas.

Under this heading we shall conduct a practical discussion of store methods and advertising for retail druggists. The Department Editor will be pleased to criticise advertisements, suggest improvements and answer all questions coming within the scope of this department, provided they are accompanied by the name and address of the writer.

ULYSSES G. MANNING,

DEPARTMENT EDITOR.

SAMPLE ADS.

OWING to the approach of the busy holiday season it has been thought best to devote considerable space in this issue to sample ads. These are ads, or parts of ads, used last year. They may afford suggestions, or can be used wholly or in part as introductions, to be followed by lists of goods or prices.



A Booklet Recipe.

As many contemplate getting out a booklet advertising holiday goods, the following general instructions may be of some service:

Determine about what sized booklet you want, and make a dummy of it before you begin writing. A good size is one of eight or twelve pages, the pages about 3½x5 inches.

Run a border or rule around the first or title page, leaving about half an inch of white space outside this border. Inside the border put the title of the booklet and nothing else unless it be the firm name. Set the title in large, bold type, and have it bear proper relation to the contents of the booklet. "Holiday Hints," "Guide to Christmas Shopping" or "Gifts that Will Please," or something similar will answer. Leave your second page blank. On third page put your general announcement, which should consist of such argument as you are able to make as to the excellence of your stock. On the fourth page begin presenting your goods, starting with some sort of systematic arrangement. You can begin with gifts for ladies, following on the succeeding pages with gifts for men, children, etc. You can, if you like, separate your goods into distinct lines, giving one page to toilet articles, another to perfumes, etc. Or you can group your goods according to price, listing those at fifty cents on one page, those at \$1 on another and so on. It is best in any case to have some systematic arrangement. Each page can have a little introduction if desired, and throughout the booklet description should be given wherever the goods de-

mand it. If you have anything new this season it will be well to give one entire page to it. A page of the size indicated will contain from 100 to 200 words, according to the size of type in which it is set. Use all the pages you require, and take your dummy and copy to the printer, with instructions to set the pages with at least one-half inch margin of white space. Tell him not to use more than two faces of type throughout the booklet, and to print it on a first class quality of book, enameled book or linen paper. Appearance will be improved if the last two pages of booklet are left blank.

The firm name and address should be given once or twice; there is no objection to repeating it in small type on each page. A cover of different stock can be used if desired. This would make the booklet still more attractive, but would add to the expense and might add nothing to its pulling powers.



Prize Advertisement.

The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize this time is awarded to Moore's Pharmacy, Sandwich, Ill.



CRITICISM AND COMMENT.

Good Enough Ads.

Editor Advertising Ideas:

Enclosed are two of our ads to be entered in the prize contest. We run them in the local paper and change copy weekly. If the ads had any merit as written, we think they have been somewhat spoiled by the setting. Please give the compositor an object lesson in the setting of these ads. Our advertising has been quite successful. The entire credit is due to your department, which we think the most valuable in the journal.

Sandwich, Ill.

MOORE'S PHARMACY.

The ammonia ad was the best submitted for this issue, and while not an exceptionally good one, can be classed as "good enough." The subject is an unimportant one, and does not afford much inspiration, but it has been very well handled in this case. An ad is good when the writer has something to say and proceeds to say it in his own

way. If he expresses himself clearly and quits when he gets through, the result will be good enough, even though someone else might prefer to say it differently.

Prize Advertisement.

When Cleaning House

you should use Ammonia. It is one of the best cleaners known. 10 cents' worth of our AMMONIA, 28° BAUM, diluted with rain water, makes one gallon of cleaning fluid. We GUARANTEE it to be better and stronger than what is known as Household Ammonia, sold in bottles at 10 cents a quart. Quite a difference in the cost, isn't there? Try it. Your money back if you want it.

The low prices of our Paints, Brushes, Chamois Skins, Sponges, etc., do not mean poor quality. We aim to give large values at little cost.

MOORE'S PHARMACY

I do not think the printer has spoiled these ads. It would be hard to improve the setting of the one on which the prize was awarded. The more simple the setting the better. This ad would be conspicuous in almost any paper; there is good contrast between the

A Christmas Suggestion.

Gift Perfumes.

Perfumes are always acceptable. You can hardly fail to please your friend—especially lady friend—with perfume.

Our perfumes are good perfumes—delicate, true to the flower, lasting. Thirty-three popular odors made by these famous perfumers: Lazell, Quentin, Lunborg, Colgate, Seely & French, Cave & Co. One or a pair of bottles in a handsome box. Prices start at 25c. and mount in easy steps to \$1.15. Perfumes in bulk, 35c. and 40c. an ounce.

Toilet waters, some with sprinkle tops, 23c. to 45c.

We shall take especial pleasure in showing you these goods whether you intend to buy or not.

Packages delivered.

Goods, to be sent by express, packed free of charge.

Ruhl's Drug Store.

headline and body, and there is enough white space to make the ad look neat. The headline of the other ad was set entirely in upper case, which is not the best way; lower case letters are more easily read. But it is not worth while to worry over such trifles. This sentence appears in one of the ads: "We are different from the average drug store, we

never deceive you." This is too self-righteous to have any weight. People discount such assertions and may be repelled by them.

Comment on the other ads sent in will appear in next issue.

A Group of Christmas Ads.

HAY'S PHARMACY,
Middle St.

Christmas Reflections

The Christmas problem is again with us. Only a short time to solve it. Perhaps you have concluded to pass it. You will doubtless repent the last week before it.

Better make a list of your Christmas friends now.

Put down the most desirable gift opposite each.

Bring the list to our store to check up. It is queer about perfumery nowadays. Quality and style improve wonderfully. Prices remain the same or drop a little lower. We have a great many useful gifts at low prices.

You can express much thought and remembrance for 50c., 75c. and \$1.

Many unique trifles not found elsewhere. No better stock of perfume anywhere.

We are "At Home"
from 6.30 a. m. till
10 p. m.

At 258 Middle Street.

Usable Gifts.

Year after year there is more common sense shown in the choosing of gifts.—Usable things—that is the idea. Many useful things are beautiful as well. Our planning has been liberal.

Some hints:

For Father or Big Brother:

Pocket combs, shaving brushes, shaving soap, razor strops, pocket knives and tooth brushes. Some of these start at a nickel.

For Mother or Sister:

Hair brushes and combs, nail brushes, nail scissors, cloth brushes, whisks, toilet waters, fine soaps and tooth brushes. You'll be surprised at the purchasing power of a quarter.

For Boys and Girls:

Tooth brushes, pocket knives, nail brushes, pocket combs, tooth powder (in bottles, 15c.), lead pencils, caskets, tablets, etc.

Watch our windows.

Ruhl's Drug Store.

GIFTS FOR THE LADIES.

Never before has the Central Pharmacy offered to the people such a variety of handsome and appropriate gifts for Ladies. A few that we would mention are the dainty Perfume Atomizers, choice Perfumes in Cut Glass Bottles, Manicure and Toilet necessities, and hundreds of delicate little articles that are so dear to the hearts of the gentler sex.

DAVIS & COOK, Newport, Vt.

EARLY BUYING.

We wish to impress upon your mind the wisdom of early buying. Not only are the assortments better, but you can be served better.

Articles may be selected at once and laid aside until you wish for them.

GIFTS FOR DISTANT FRIENDS

will be packed ready for mailing, or for the express. If desired, articles may be left in our care for delivery in any part of the village on Christmas morning.

We are anxious to help you and are only waiting for an opportunity.

DAVIS & COOK, Newport, Vt.

CHRISTMAS SHOPPING.

These are bright, busy days at our store. Such bowers of holiday brightness exist here. It is Christmas for visitors every day at our store. If you are puzzled what to buy, come and let us help you out. Early buyers enjoy many advantages over those who put it off till the last few days. You can secure any article in our store by paying a small deposit on it. We will hold and deliver on Christmas eve anything you may select.

GIFT SELLING

Goes merrily on, in spite of the fact that gift time is weeks away—but choosing is easiest just now, and first comers are surest of

THE CHOICEST THINGS.

You'd wonder how these pretty tokens of friendship could be collected and sold at the prices we ask for them.

YOU REMEMBER HOW IT WAS

last Christmas. Many of you put off buying presents until the eleventh hour. The result was that many of our handsomest and most desirable articles were sold and you had to

take what was left—what some other person did not want.

Wisdom suggests that you should profit by past experience. Make your selections early—NOW—when our stock is at its best and when we can give you more attention than we can do later on.

TO GIVE GRACEFULLY—SELECT THOROUGHLY.

Now is the Christmas shopper's time—the time when you are happy in gift choosing. As the holidays draw near you grow hurried, worried and anxious, stores are crowded, and it's difficult to find the most appropriate things.

CHOOSING A GIFT

often takes more time and thought than you can spare. You can save both by coming here when you have a gift to buy.

There is nothing surer to give pleasure to the recipient and satisfaction to the giver than perfumes, atomizers, toilet sets, pocket-books, etc. The important features, beauty, usefulness and genuineness exist in such a gift.

You can save time and thought when you have a gift on your mind if you will "walk in and look around."

Fiat Cuada Galli.

A clever convalescent in the University Hospital borrowed a United States dispensatory, and wrote a regular prescription for a matutinal cocktail, with the appropriate Latin formula for the ingredients. His ingenuity was rewarded, the prescription was put up and delivered, and the order, with its "flat cauda galli," now hangs on the druggist's hook.

Original Design for Toilet Preparations Display.

The accompanying cut illustrates a very effective window display of toilet

The display embraces everything in the toilet line, from chamois skins to handkerchief extracts. The effectiveness of the display was much enhanced by having a concealed light which cast a pink



SPECIAL DISPLAY OF TOILET PREPARATIONS.
Original Design by C. E. Thieme, Minneapolis, Minn.

preparations which was prepared by C. H. Thieme, window dresser of Donaldson's Glass Block store, in Minneapolis, Minn.

tint over the entire display. For the use of this cut we are indebted to Harman's Journal of Window Dressing, published in Chicago.

PROPRIETARY AFFAIRS.

News and Notes of the Great Proprietary Medicine Interests.



COMMANDER ISAAC E. EMERSON,

Commanding Maryland Naval Militia; Late Lieutenant U. S. N., in Command of Fifth District Auxiliary Naval Force, and President of the Emerson Drug Company.

NEWS AND COMMENT.

What Shall He Do With It?

AN AMERICAN DRUGGIST reporter asked a manufacturer the other day what he did when he got an order from an aggressive cutter or a department store. The reply was interesting. "Don't you think I should be a good deal of a jackass," he answered, "if I declined to supply these people when the jobbers are supplying them right along? The aggressive cutter and the department store pay within ten days, while the jobber takes anywhere from thirty to sixty. You see it isn't a question of cutting off these wicked cutters at all. I might decline to sell them from now till the crack of doom, and they would still get all of my goods they wanted. My position is squarely this: I am going to sell them just so long as the jobbers sell them. When the N. A. R. D., through the intelligent offices of Mr. Holliday, succeeds in forcing the jobbers to abandon this business, then I, too, will give it up, and give it up gladly. The aggressive cutters and the department stores are ruining the drug business between them—and the drug business is essential to my own business success." There is a whole lot of sound business sense in this explanation, and it jumps with what we have said at various times in this department. The jobber is not usually willing to forego the profits of the aggressive cutter and department store business. These people are big buyers and prompt payers. The jobber consequently reckons them as the very cream of his business. A considerable part of

the retail drug trade is fearfully and wonderfully made in the matter of payments, and is aggravatingly homeopathic in the matter of purchases. If it were not for the business of the aggressive cutter and the department store many jobbers could not continue business.

The "Black List."

Most rebate contracts formerly contained a clause requiring jobbers not to sell to certain individuals whose names would be supplied by the proprietary committee. The extensive roll of names of concerns which refused to comply with the requirement of a uniform retail price was known as the Black List. Practically, all the notorious cutters in the United States were included in it. In spite of its awful excommunicatory character, however, it didn't work. The excommunicants got all the goods they wanted. From 1893, if we are correctly informed, rebate contracts have not contained this clause, or if they have, it has been a dead letter. Jobbers have sold to anyone who would buy without regard to his manner of doing business. Since the famous meeting of the three associations at St. Louis there has not been any action by the jobbers in the direction of changing this now-accepted privilege. True, they have resolved to co-operate with the N. A. R. D. in their efforts to control the retail price—but so far as committing themselves definitely to the cut-off-the-cutter requirement of their retail brethren they seem to have maintained a discreet silence. It would be left open to inference, of course, that they would do this, or anything else in reason, when the

time came. Mr. Kline's position is understandable. At the June meeting of the Proprietary Association, he said, with reference to the resolution of Dr. Pierce: "I claim that the day has gone by when anyone will take the position that goods can be kept out of the hands of the cutter. Therefore you are putting into that resolution something which you know is not practical. Now, why not treat the situation as you find it to-day? Dr. Pierce knows that what I have just said is true, that the keeping of the goods out of the hands of these people is out of the question, and has been given up long ago. Now, in his remarks, Dr. Pierce says that it is found that even if the proprietors refuse to sell them the goods find their way into the hands of these people. Of course they do. That was recognized by the Proprietary Committee of the N. W. D. A. in 1893, and has been reiterated at every meeting since. The question has come down, as you all know, to a question, not of the goods reaching their hands, but of the goods reaching their hands at a certain rate of discount. The whole object of the action agreed upon by the three associations at St. Louis was to correct that very matter." He concluded by advising that the resolution be so changed as to permit of the cutters being sold, but upon even terms with smaller retailers, that being, in his judgment, the only practical thing to do under existing circumstances.

To Cut Off the Cutter.

The N. A. R. D., on the other hand, stands pat on the question. The department store and the aggressive cutter are to be cut off, root and branch. There is not the slightest evidence of a profession to believe that these people can be reformed. All efforts to reform them in the past having failed, they are now to be, not treated with, but destroyed. Here is the radical difference between the position of the retailers and the position of the jobbers. And it does not promise to be a difference easily reconciled. The chairman of the Executive Committee of the N. A. R. D. is expected to step in and require any particular jobber to forthwith desist from selling any particular cutter, and if the jobber shall refuse to comply, to report him to the Proprietary Association to the end that the offender himself may be cut off from further supplies. However discreetly he may move, he must move absolutely in this one direction. He may be polite, conciliatory, quite diplomatic—but he may not deviate in any material degree from the fulfilment of the task entrusted to him without forfeiting the confidence of his fellows. Now that he has become an employee of the jobbing association as assistant to Mr. Faxon in carrying out the provisions of the rebate plan he will have two functions to perform which will act together much as an acid and an alkali do. If he perform them both with equal force and fidelity, they must neutralize each other. It is inconceivable to human ingenuity how he will be able to permit one thing "de par le Roi" and at the same time deny it "de par le Cardinal."

There can be no doubt of Mr. Holliday's intelligence, nor of his capacity for hard work. But he has a serious task if he is going to reconcile some of the jobbers to his continuing to draw a salary

from their association and at the same time carry on an investigating and probing of their affairs calculated to deprive them of good business. According to the letter of President Simon N. Jones, of the N. A. R. D., which appears in the current issue of the AMERICAN DRUGGIST, the N. W. D. A. has placed its treasury at the disposal of Mr. Holliday for just such work as this. Possibly some of the more malignant spirits among them, such for instance as Daniel Meyers, must have had in mind when he spoke of "tricky jobbers," may have imagined that by hiring Mr. Holliday and putting money at his disposal he would be effectually muzzled. When jobbers of this character discover, as they surely must, that he has not been muzzled at all and that he is making things exceedingly uncomfortable for them, what are they going to do to him? If there fail to be a first-class row in the N. W. D. A. over Mr. Holliday's work it will be the world's marvel. The better class of the jobbers will naturally uphold him, but about the mildest thing that the others would want to do to him would be what Gilbert's Mikado described as 'something humorous and lingering,' such as plunging him in boiling oil. We personally know some jobbers who do not sell aggressive cutters and department stores a penny's worth of goods per annum. Generally speaking, they are concerned with a well-founded manufacturing department, which makes them more or less independent of the jobbing business. The great majority, on the other hand, are largely dependent on the business which comes to them from the cutters, and they are certain to turn rabid if they are deprived of it. We can picture to ourselves tasks we might prefer to this which Mr. Holliday has undertaken.

The Inside Facts.

The N. A. R. D. has a herculean job on its hands, but not by any means a hopeless one. Mr. Holliday is the man of their choice for the performance of the work. They believe in his capacity, his courage and his honesty. He will have enough money for all his needs, and he has now no outside business engagements to distract his attention. He will soon discover a fact which we have several times commented on, and that is that the bulk of the manufacturers are bitterly opposed to the cutters and the department stores—also that many of the jobbers are not opposed to them at all. From these premises he should be able to draw sound conclusions upon which to conduct his work. He has the confidence of the best of the retailers already; let him seek to win the confidence of the best of the manufacturers. He should not be greatly surprised if, at the moment, he finds himself somewhat the object of their suspicion, for his own frankness will show him that he occupies the position of trying to serve two masters. It is a commercial axiom that capital is timid and suspicious. The capital involved in the manufacturing interest undoubtedly has this characteristic in marked degree. Manufacturers, therefore, will need a practical demonstration of the efficiency of Mr. Holliday's methods before they will co-operate fully with him.

The Boston Situation.

On the 9th inst., we sent the following communication to Cutler Bros. & Co., of

Boston: "Dear Sirs—We have for some time past heard rumors which in justice to your house we must inform you of. It is openly stated in Boston that you own and operate the drug department of Pitts, Kimball & Lewis's department store, and own and operate the two city cut-rate drug stores and a suburban branch of the Walker Rintels Drug Co. We respectfully invite you to answer the following questions for publication. (1) Do you own or are you financially interested in the drug department of Pitts, Kimball & Lewis? (2) If not, do you sell Pitts, Kimball & Lewis goods? (3) Do you own or are you financially interested in the business of Walker Rintels Drug Co., located at Boylston street and Boston terminal, with its suburban branch—all three of them, or any one of them? (4) If not, do you sell the Walker Rintels Drug Co. goods—all three stores or any one of them? This matter is one which profoundly interests a large number of our constituents, and we trust that you will avail yourselves of this opportunity to set your position in the premises clearly and correctly before the drug trade. Awaiting the favor of your early reply, very respectfully yours, American Druggist Publishing Co., Proprietary Department." To this we received the following reply, dated November 11: "Gentlemen: Yours of the 9th inst. at hand this morning. Replying to the same, we would say that neither are we financially interested in the stores referred to, nor do we care to write for publication. Yours, very truly, Cutler Bros. & Co."

Jobber and Cutter.

If there is anything wanting in Cutler Bros. & Co.'s reply in the way of polite and frank explanation, it is probably attributable to the fact that they must be exceedingly busy in the work of consolidation which at present engages them. It is, however, gratifying to have the statement over their own signature that they are not "financially interested in the stores referred to." It would be peculiarly odious if a jobbing house should invest money in enterprises destructive of the legitimate drug trade. It will be observed that Cutler Bros. & Co. do not take the trouble to deny that they are selling goods to the concerns named. They are, of course, within their unquestioned right in selling goods to whomsoever they please. So far as the rebate plan is concerned, it is entirely their own affair. As assistant to Mr. Faxon, Mr. Holliday could have no valid objection to their selling Pitts, Kimball & Lewis whole carloads of proprietary goods—but as Chairman of the Executive Committee of the N. A. R. D. he would have to enter his emphatic protest, and if need were to go to extremes to prevent them. Boston has long been one of the worst centres of cutting in the whole country, and should be such a field for the reconstructive work of the Executive Committee as would prove inviting to Mr. Holliday. Indeed, he could hardly find a better. With the consolidation of three jobbing houses and the retirement of a fourth, his work would be simplified, for interests being concentrated and competition enormously reduced, a better spirit to deal with cutters according to the will of the retail association should soon supervene.

The jobbing house of L. N. Brunswick

& Co., New Orleans, is advertising in the "New Orleans Drug Market," a paper published by themselves, a soap with a highly reminiscent title, to wit, "Dr. Buchanan's Carbolic Disinfectant Soap." The matter came to the attention of an AMERICAN DRUGGIST reporter in a way which carried its own lesson with it. He happened into the office of a manufacturer upon whose desk a copy of the "New Orleans Drug Market" lay, open at this particular advertisement. "I wonder," he said to the manufacturer, "what could have induced Mr. Thompson to advertise in such a sheet as that?" "You evidently think," the manufacturer replied, "that you are reading an advertisement of Buchanan's Carbolic Soap, but you are mistaken—the name here is not 'Buchan,' but 'Buchanan,' a coincidence you see. I am afraid the public would be apt to fall into the same error. It is unfortunate that 'Dr. Buchanan,' whoever he may be, should have seen fit to go into the manufacture of soap, and particularly a carbolic soap, but then, these professional gentlemen are so careless, you know. It is unfortunate, too, for the good name of L. N. Brunswick & Co. that they have been willing to be associated with the thing."

The Small Jobber Offends.

Some complaint is expressed of the doings of some of the small jobbing houses, and of one with a retail department, in particular. This man is said to have the assurance to ask manufacturers to mail twelfths of a dozen of their preparations to his customers, and in the face of that to allow him the customary 10 per cent discount. His retail department is said to be the largest part of his business, and furthermore, he is a cutter of retail prices.

Change in Warner's Safe Cure.

There has been quite a change made, recently, in the management of the Warner Safe Cure Co. When this business was purchased by the English Syndicate the general office was established in London, and, for the past few years, H. W. Calkins has been general manager, having his residence in that city. But it seems that the business can be handled better from Rochester, N. Y.; and, with that object in view, the company have changed the main office to that city. Mr. Calkins makes his home in Rochester, and John B. Palmer, for several years manager of the Rochester house, retires from the business.

"Hutch" in Buffalo.

It will have to be confessed that "Hutch" has captured Buffalo, and considering the work that has been done, it deserves to do so, for no pains have been spared to accomplish the feat. The work of advertising this particular patent medicine has been so well done that some of the very oldest and heaviest advertisers of specialties express admiration for the venture, whatever comes of it finally. The "Hutch" people do not by any means affect to despise the drug trade, as is the case with certain proprietors of patent medicine, but take all possible means of keeping on the right side of the druggists, even going so far as to put the

portraits of one city druggist after another in their big advertisements. The general office of the company (The Woodward Medicine Co.), after being taken to Black Rock for a short time, is again up-town and permanently located across Washington street, from Ellicott square, where it is proposed to establish a big factory, as well as the office, though at present the building is not all ready for occupancy. The management makes no secret of its abandonment of high prices. It puts up dollar packages, it is true, but at the same time it depends almost entirely on smaller ones, mainly ten-cent ones, and the phrase, "a doctor for ten cents," that is used so freely in the advertisements, has already found itself into local literature. "We have come to the conclusion that dollar packages are dead," said a member of the company, the other day. "With lower prices and smaller packages we hope to solve the problem of cutting." Francis U. Kahle, the head of the company, who was in Buffalo several years ago, trying to introduce a new fumigator, has lately made a success in Canada, as the representative of the Ransoms on that side of the line, and now returns with all evidence of having found a gold mine, which he proceeds to use for advertising purposes.

Mr. Holliday and the N. W. D. A.

President Simon N. Jones writes us as follows concerning the employment of F. E. Holliday, chairman of the Executive Committee of the N. A. R. D., by the Proprietary Goods Committee of the N. W. D. A.: "When Mr. Holliday's employment was first suggested I gave the matter earnest consideration, and concluded that the plans of our Association absolutely required the work that has been undertaken should be performed rigorously, and as we have the almost undivided support of the N. W. D. A., I believe it will be done effectively. This work is absolutely in line with what we shall have to do, and I believe the N. A. R. D. should appreciate the conditions the N. W. D. A. have afforded us by placing their treasury at our disposal, the money to be expended by our chairman. I think I voice the sentiments of the Executive Committee, and I believe every member of the N. A. R. D. who has kept up with the work, that we have the fullest confidence in Mr. Holliday's industry, integrity and loyalty to the N. A. R. D., and believe that as time rolls on the wisdom of selecting him for his dual position will be manifest to all.

"In conclusion I will say that I feel satisfied that if Mr. Holliday finds that in the performance of his services to the N. W. D. A. that the interests of the N. A. R. D. are to be jeopardized or neglected, he will tender me his resignation then just as willingly as he proffered it to me at Niagara Falls last month."

This is the season for dyspepsia and indigestion remedies, and they are having a big sale. Thanksgiving and holiday feeding generally is as a rule overdone, both as to the food itself and the quantity consumed, and it's just as well to have the remedy near at hand.

Reduced prices are quoted on Abbey's Salts on 5 gross lots; 10 and 5 are the new discounts.

N. A. R. D.

RELIEF FOR CALIFORNIA.

How to Contribute Funds to the Association.

Progress of the Movement in Indiana—Local Organizations of Great Benefit—The Association Is Making Itself Felt—Interesting Letter from a Proprietor—Montana Pledges Support and Pays Dues—Changes in the Constitution—The Plan of the Chicago Retail Druggists' Association.

Good News from California.

Chicago, Nov. 18, 1899.
THE most recent acquisition to the membership of the National Association is the Associated Retail Druggists of San Francisco. H. F. Wynne is the president and H. Heman the secretary of this live organization, which promises infinite good to the druggists of that city. Although more than 50 per cent of the trade are already members, the society purposes canvassing the city thoroughly and bringing into its fellowship all the druggists of San Francisco. Price cutting prevails almost universally, but the determination has been reached by the trade to spare no effort to relieve itself of the trade demoralization that has been so disastrous. The ministry of the N. A. R. D. is most cordially welcomed. The following is quoted from a recent letter from Secretary Heman: "The cutters have advanced the prices on some of the patents. Whether the N. A. R. D. had any effect upon them or not I do not know; nevertheless it is a step to higher prices. The public accustomed itself to the advance without much ado."

Direct Donations Will Be Received.

The following letter has been placed in the hands of the national secretary by a New York pharmaceutical journal:

"To the Editor—Now that the National Association of Retail Druggists have held their second convention and the proceedings are now spread before the druggists of the United States, showing that within the short space of one year from its birth it has sprung into maturity and is now a power in the land for good to the retail druggists, and as there are hundreds of them not in any association, but no doubt are willing to make the annual contribution of the societies of fifty cents, I would suggest that Mr. Wooten give notice through the journals that he will receive such contributions. The Association is now in such a shape that the retail druggists can not be kicked about like a football by the proprietary men, as formerly, that they have rights the proprietary men must observe, or go elsewhere for the distribution of their preparations, and if each druggist will contribute the fifty cents it will place the N. A. R. D. on a sound financial basis. Respectfully (signed), A. J. Gardner, M.D."

The Executive Committee is glad to find so good an opportunity for announcing that contributions of the sum mentioned, or any other the friends of our cause are disposed to donate, will be appreciated. Remittance may be made through the secretary or directly to the treasurer, Chas. T. Heller, 529 Wabasha street, St. Paul, Minn. The work of our organization is spreading in every direc-

tion, and the drafts upon its treasury during the coming year are likely to be proportionately greater than in the past. The Executive Committee are encouraged greatly by such expressions of appreciation as those here given, and the donations of retail druggists, no matter how small these donations may be, are always a source of gratification.

Progress of Organization in Indiana.

County organizations are being formed in Indiana for the purpose of co-operating with the national Association. One of those recently organized is that of Bartholomew County. The officers are Z. H. Hauser, president; Ernst Stahlhuth, secretary, and G. H. Mennett, treasurer, all of Columbus. The dues of the membership have been paid. There is no cutting in Bartholomew County, and the druggists there have fully decided there shall not be. A good deal of activity is being manifested by the membership.

An organization has been formed in Hancock County also, the following being the officers: V. L. Early, president; A. C. Pilkenton, secretary, and M. C. Quigley, treasurer. The national treasurer has received the dues of the membership, together with a contribution of \$5.00. Price cutting prevails to some extent, but the prospects of the restoration of remunerative prices are promising.

The Value of County Associations.

In reply to an inquiry the national secretary has sent the following: "I have always urged the formation of county societies, because I believe that a large number of small organizations can and will do more effective work than a few large ones, particularly if there is a disposition on the part of each to do a little better work than its neighbor, as has been the case in a number of instances. Of course, no iron-clad rule can be laid down that would be applicable to all cases, but I am giving you the benefit of my observations. It has always seemed to me that the officers of associations lying adjacent to each other could co-operate and that all the benefits which could result from the existence of a large association can be secured thereby, while at the same time none of those resulting from having a few druggists closely banded together will be sacrificed."

The N. A. R. D. Is Making Itself Felt.

In one of the larger cities of the middle West where trade demoralization has

been rampant for a number of years, something of a change seems to have come over the feelings of the drug trade. The secretary of the local association writes: "It is very noticeable that many of our old-time grumblers are rather looking with favor on future prospects. This state of affairs is very gratifying. It certainly looks more every day as though the N. A. R. D. is going to do the business."

A Proprietor with a Spinal Column.

The letter here reproduced was recently sent by a Western proprietary manufacturer to a well known aggressive cutter. The writer, fortunately for all concerned, except the gentleman addressed, is the possessor of a well-developed spinal column. The letter will be read with not a little interest by the members of the N. A. R. D. It is as follows:

"Gentlemen—We are in receipt of your esteemed favor of the 11th inst., and have delayed answering the same on account of not being quite sure of our grounds regarding you, and while you may be legitimate druggists, at the same time we know that you were the most aggressive cutters of patent medicines and pushers of cut rates in —, and have aggravated the evil in that city. We thank you for your kind order, and herewith return same, as we do not care to sell you. Yours very truly, —."

Montana Sends Cash and Resolutions.

A draft has been received from the Montana Pharmaceutical Association in payment of the dues of its membership for the present year. The following is a copy of the resolutions passed unanimously by this association at its annual meeting recently held:

"Whereas, The National Association of Retail Druggists is endeavoring with all its power to alleviate the existing evils which are rapidly encroaching upon our rights as pharmacists; therefore, be it

"Resolved, By the Montana State Pharmaceutical Association, that we most emphatically endorse the National Association of Retail Druggists in their efforts to improve the conditions of the retail drug trade throughout the United States;

"That we believe the N. A. R. D. to be organized on a broad and intelligent basis, and if upheld by the individuality of the druggists of the nation, will exert an influence which sooner or later will be recognized by both proprietor and jobber, resulting in the recognition of the justice of our position and the consequent advancement of the retail trade to better conditions.

"That we recognize in the N. A. R. D. the names of some of the leading pharmacists in America, and that their zeal and well directed efforts, under their strong national organization, must eradicate many of the wrongs from which we now suffer.

"That we commend the great effort of the Association to secure to us what right is ours: The distribution of all medicines through druggists only, to remedy the unjust manner in which the Stamp Act is levied so as to make the bulk of the tax fall upon the retail druggists; also to endeavor to reduce the wholesale price of proprietary medicines.

"That as a slight appreciation of our desire to further the interests and to uphold the efforts of the N. A. R. D., be it

"Resolved, That the treasurer of the Montana Pharmaceutical Association be instructed to send to the treasurer of the N. A. R. D. a sum equal to 25 cents for each member in good standing of our Association; and that we individually pledge ourselves to do all we can in an earnest endeavor to help the cause so ably advanced by the N. A. R. D.

(Signed) "JOHN FINNEGAN,
"S. ROBERT FAIR,
"R. H. PAXON,
"Committee."

The Changes in the Constitution.

The changes made in the constitution of the national Association at the Cincinnati convention were two in number. Article IV., Section 2, was amended to

read as follows: "The association shall elect an executive committee of six members at each annual meeting. The president of the association shall be a member of the executive committee, and the secretary shall be a member ex-officio of the committee."

In Article VI., Section 2, the name of the committee heretofore known as "Committee on Relation of Pharmaceutical Education and Laws to the Drug Trade" was changed to "Committee on Pharmacy Laws." The first by-law was amended by the addition of the following: "Delegates receiving appointment as chairmen of standing committees at any annual convention, or otherwise in accordance with the constitution and by-laws, shall be entitled to all the privileges of membership in the association until their respective successors are chosen."

Jersey City to Adopt the Certificate Plan.

The certificate plan is about to be adopted by the Jersey City Pharmaceutical Association. Wherever this plan has been tried its usefulness has been demonstrated within a short time. In no other way can the purposes and plans of the N. A. R. D. be brought to the attention of proprietors and manufacturers so forcibly. The certificate being used by the Chicago Retail Druggists' Association is here given.

CHICAGO RETAIL DRUGGISTS' ASSOCIATION.

To the Members of the Association, Greeting:

Chicago, —
The bearer, Mr. —, representing —, is hereby commended to your favorable consideration. The manufacturers of the articles offered by him having given satisfactory evidence of their loyalty to the interests of the retail drug trade the sale of these articles it is believed will result to your advantage. It is agreed by the manufacturers that the following shall be the retail prices of the respective articles: —, President.

—, Secretary.

The Manhattan Association (N. Y. City) joined the N. A. R. D. by unanimous vote on the 21st.

Minneapolis Druggists Happy.

Thos. Voegeli, of Minneapolis, writes us as follows: "At the September meeting our (Minneapolis) Association unanimously passed a resolution indorsing the Pittsburg druggists in their fight. While no official action has been taken as an Association agreeing to cut the Cuticura Remedies, there is a very settled conviction on the part of all our druggists that the profits are thoroughly unsatisfactory, and we are making it our specific mission on earth, as individuals, to exercise our royal prerogative of selling those goods that afford us a living profit. That the sale of Cuticura Remedies has very materially fallen off in our city, in consequence of this feeling on the part of our druggists, need not be emphasized by me, as you will readily see the point.

"The drug business here is in a very flourishing condition. Our Association is doing glorious work, and we are looking forward to an era of good-fellowship such as was never enjoyed by Minneapolis druggists. On Friday evening, November 24, we have a banquet at the Hotel Nicolle, and we expect to celebrate a 'feast of reason and a flow of soul' that will leave pleasant recollections in the minds of all participants and call forth requests for repetition of the event in the near future."

N. A. R. D. DOWN EAST.

N. A. R. D. and the Boston Druggists.

State Association to Meet.

Boston, Nov. 20.—The November meeting of the Boston Druggists' Association was largely attended, Frank E. Holliday, of Topeka, Kan., whose connection with the N. A. R. D. is so well known, being the attraction. Previous to Mr. Holliday's address a business meeting was held, at which resolutions on the deaths of Thomas L. Jenks and Edwin P. Bryant were adopted, and George H. Ingraham, of West Newton, was unanimously elected treasurer pro tem.

Mr. Holliday, in beginning his speech, expressed regret that neither meeting of his organization had been attended by representatives from Massachusetts. He then gave a brief history of the Association, in which he stated that from the standpoint of good work, the Cincinnati meeting was a repetition of that held in St. Louis. The membership was now 15,000, nearly one-half the retailers of the country. The income at 50 cents each was \$7,500, and the expenditures, which were kept at a minimum, were about \$7,000. He emphasized the importance of local organization, and said that much work along this line was to be done by Secretary Wooten. During the first year of the work the finances were swelled by volunteer contributions from different firms of manufacturers and proprietors.

The discouraging circumstances in the East had led to the thought that perhaps no benefits could be derived, but in certain portions of the West full prices were already in vogue, and in other sections an advance had been made in the selling figure. Through the central West, with very few exceptions, higher prices prevailed than formerly. In many instances, through the instrumentality of the N. A. R. D., the stocks of cutters had been purchased outright, or else it had been made difficult to obtain goods. As showing the power which local associations might wield, he instanced the Louisville organization. In that city the druggists will not do business with a drummer unless he holds a certificate of fitness from the local chairman. The N. A. R. D. was also endeavoring to have the stamp tax applied to every trademark article, an equalization of taxation.

Mr. Holliday said that after mature consideration it had been thought best to work in harmony with the wholesaler and proprietor, and in furtherance of this idea goods could be best purchased through reliable jobbers. He felt that the retailer now had the support of the proprietor, and this was emphasized at a recent meeting of Eastern proprietors which he attended. Proprietors all agree that where the N. A. R. D. is strongest their business is best. He advocated a conciliatory attitude, and stated that his organization was not looking for contests, and declared the Cuticura fight was thrust upon the Association.

He advocated local organization for Boston and vicinity, and believed if 60 per cent of the druggists belonged that cutting would be ended in 60 days. He

said that he had recently made arrangements with the J. C. Ayer Co., of Lowell, so that their Cherry Pectoral, now 25-cent size, could be purchased at \$2.40 per dozen—10 per cent off, and in one-half gross lots, 5 per cent off that figure. This was to apply to every retailer, in any quantity and to goods purchased through jobbers. He stated that proprietors already realized that their goods are not sold by active cutters. Brent Good, for instance, had cut off two Boston cutters recently.

Some History.

C. P. Flynn, of South Boston, was then introduced, and he gave an interesting synopsis of the last attempt at organization, in which he placed the blame for the failure of that effort entirely upon those jobbers who did not keep their word with the members of the Guild and Union. Retailers finally came to the conclusion that no jobber would stand by them. He thought that most retailers would be willing to give up the 5 and 10 per cent discount now obtained and buy at flat prices, but he could not help doubting the support of jobbers, judging by past experiences.

Mr. Holliday interrupted to say that the conditions were different now, and that both the proprietor and wholesaler felt that something must be done for the retailer.

Mr. Flynn, in reply, said that if proprietors really mean to help, they can do it; both the jobber and proprietor should have seen the light years ago.

Thomas B. Nichols said that the druggists of his city (Salem) had been buying from proprietors for the past four years very successfully. The purchases were made on the syndicate plan.

Mr. Holliday stated that within a week a prominent proprietor had told him that he would give \$5,000 to pinch one cutter in the Hub who was selling ten bottles of his (the cutter's) medicine to one of the proprietor's. He also added that if the Union was in existence now the proprietors and jobbers would be more willing to meet on even terms with the retailer. He was endeavoring to formulate a plan whereby no one could get best prices after 60 days.

Charles Carter, of Lowell, believed retailers were willing that the jobber should have the business if the latter would only be honest. The retailer was ready to sell the goods called for if he could obtain good prices.

S. A. D. Sheppard gave it as his opinion that the whole question must come primarily to the proprietor, as he is the only one who can settle it. It is a purely business question, with no love or philanthropy. Resolutions were mere buncombe and wind. He did not blame retailers for feeling the way they did, as they were justified in their suspicion of proprietors and in selling their own goods. He hoped the demoralization would go so far that the jobber would be compelled to come to the retailer. The speaker then analyzed the postal card vote of the M. S. P. A. members, relative to joining the N. A. R. D., and stated that of the total membership, less than one-third took the trouble to answer. The attitude of the others seemed to be due to discouragement and despondency. He thought it a hopeful indication, however, that of the number replying 90 per cent favored an alliance with the N. A. R. D.

George W. Cobb stated that there had been a large falling off in the business of the proprietor, and that this had awakened the latter. He thought organization most important, and with money it could be made a success; without money very little could be accomplished. He believed many retailers would be willing to pledge themselves to contribute. Most goods were being bought at 5 to 10 per cent off, but he thought retailers would be willing to abandon this point and that the jobber and retailer could help each other.

Mr. Holliday received a rising vote of thanks, and in conclusion stated that he hoped steps would be taken to reorganize the associations of the East.

Special Meeting of the State Association.

Last Friday there was a meeting of several prominent druggists of this city and vicinity at Young's Hotel. Mr. Holliday attended, and as a result of the conference it was decided to petition the president of the M. S. P. A. to call a special meeting for December. President Wheeler has already decided to take this action, and the members will probably assemble at Young's Hotel. The object is to consider whether or not the association will join the N. A. R. D.

WINDOW GLASS JOBBERS ACT

Form an Association with Eastern and Western Sections.

The jobbers in window glass were in session nearly all day, on November 21, at the Fifth Avenue Hotel, New York City. Members of the American Window Glass Co., otherwise known as the Glass Trust, were not so much in evidence as on Monday. The independent manufacturers, who control about 40 per cent of the glass factories in the country, assert that the meeting of the jobbers was instigated by the trust, in the hope that an arrangement could be made whereby the jobbers would buy only from those in the American Window Glass Co., and thus compel the independents to join the trust or be frozen out.

Mr. Holbrook, secretary of the jobbers' meeting, declined to discuss that phase of the question. An association, he said, had been formed, divided into two sections—Eastern and Western. Each section will elect its own officers. Mr. Holbrook said that business all over the country was in a very satisfactory condition, and he was convinced that an arrangement would be reached that would be satisfactory to all the glass manufacturers in the country, both inside and outside of the American Window Glass Co.

Many representatives of the independent plants were at the hotel through the day, and they made no secret of the fact that if the trust seriously attempted to throttle them they would organize an association of their own and fight the American Window Glass Co. all along the line.

Paul Henrick Krüger, a nephew of President Krüger, is a recent graduate in medicine of the University of Edinburgh, where he won the Syme surgical scholarship.

PHARMACY IN OLD CHICAGO

Some Old Prescription Files.

Records of Drug Stores of the Past.

Chicago, Nov. 17.—During his search for facts regarding pioneer druggists, Albert E. Ebert, who is compiling information for the Historical Society, has come across some prescription books that are valuable relics of the early days of Chicago. All the drug stores were bunched in the district swept over by the great fire, and their records were destroyed, with the exception of the books started by Stebbins & Reed, in May, 1845, so the books temporarily in possession of Mr. Ebert are undoubtedly the oldest relics of Chicago's retail drug business now in existence.

The records were saved by W. K. Forsyth, E. B. Stuart and W. H. Maynard. On the night of the fire they loaded into a wagon whatever they could and, thinking the prescription files were of great value, saved them. By this means the files of Stebbins & Reed, who began business at 159 Lake street, the southwest corner of Lasalle; J. H. Reed & Co., who succeeded them and moved the store to 144 Lake street, and Bliss & Sharp, who later secured the stock and moved it to 105 State street, in March, 1871, bringing the files up to the time of the fire, were saved and taken to the branch store of Bliss & Sharp, at Twenty-second street and Wabash avenue. A. E. Rutherford, who is in possession of the files, is the successor of this house, and he has loaned them to Mr. Ebert.

The books are yellow with age, but are in good condition; all the old formulas and prescriptions can be read easily. To the present day druggist a number of peculiarities are noticeable. It is evident that in the early days business was not brisk, as in the first years an average of only a little over two prescriptions a day were compounded. The prices, expressed in shillings and pence, were about the same as prevail to-day. The prescriptions were as a rule of simple construction, averaging three ingredients. Quinine leads in popularity, with calomel and blue mass close behind. Decoctions and infusions are of frequent occurrence. Not a single proprietary remedy is found to have been prescribed. A number of old terms are commonly used, like: James powder, Hepar sulphuris, saccharum saturni, Tris nitrate Bismuth, Tr Lyttæ, emplastrum epispasticum. Lupulin was frequently prescribed as an anodyne, instead of opium, and phosphate of ammonia was often in use. Iodide of potassium was designated as "hyd. potassa." The more prominent prescribers are men whose names are familiar to those who know the history of this section of the country. Among them are: Dr. Boone, grandson of Daniel Boone, and once mayor of this city; Charles V. Dyer, one of the great abolitionists; Dr. J. V. Z. Blaney, the chemist; Dr. Brainard, Dr. Herrick, Dr. Knapp and Dr. Kimberley. Dr. Blaney and those whose names follow his were the founders of Rush Medical College. Dr. J. J. Stewart was also a frequent prescriber. Then, too, we have doctors: Egan, Duck, Banks, Bird, Maxmeyers, Maxwell, Marshall, Eldredge, Beardsley and others. Among the patients were the Rev. Mr. Patterson, the Rev. Mr. Bascomb, Mr. Newberry,

who gave the Newberry Library; P. F. W. Peck, father of the Commissioner General to the Paris Exposition; Andrew Nelson, prominent among the pioneer Norwegians; Mr. Tetzler, a German Jew; Frederick Letz and Mayors Garrett and Wentworth ("Long John").

The store of J. H. Reed & Co., at 144 Lake street, was ornately decorated and carried some of the most beautiful toilet goods to be had. The stock was of great size and value, and Mr. Ebert feels certain there was no other drug store in the United States that was of equal elegance. The first gas burned in Chicago was tried in this store, in May, 1850. The sidewalk was a single stone, 25x20 feet. The stone was laid during turbulent political times, when Abraham Lincoln was engaged in his first campaign for the Presidency, and it was called the "Republican platform." The whole town turned out to see it laid; a band played, and next day columns in the newspapers were devoted to descriptions of the event.

At the time of the war J. H. Reed & Co. became the great supply house for drugs and medicine for the department of the Missouri. J. H. Reed & Co. sold their wholesale business to Hulburt & Edsall, the members of the firm being: J. H. Reed, H. A. Hurlburt and S. S. Bliss. The retail business was taken up by Bliss & Sharp. Mr. Sharp is the only living representative of the old firm. He is in the surgical implement business, under the name of Sharp & Smith. The division of the business took place in 1869. In March of 1871 Bliss & Sharp moved to 105 State street, where a few months later the books were rescued.

Committees of the N. W. D. A.

President E. C. Frisbie, of the National Wholesale Druggists' Association, has completed his committee appointments for the ensuing year, and announces the following committee chairmen:

Committee on Membership, Irving J. Benjamin, New York, N. Y.; Committee on Arrangements and Entertainment, Chas. F. Weller, Omaha, Neb.; Committee on Passenger Rates and Routes, Thomas P. Cook, New York, N. Y.; Committee on Fraternal Relations, Frederick Schneider, Troy, N. Y.; Committee on Proprietary Goods, Frank A. Faxon, Kansas City, Mo.; Committee on Paints, Oils and Glass, Thomas F. Van Natta, St. Louis, Mo.; Committee on Fire Insurance, Daniel Myers, Cleveland, O.; Committee on Transportation, Theodore Meyer, St. Louis, Mo.; Committee on Memorials of Deceased Members, A. W. Clafflin, Providence, R. I.; Committee on Credits and Collections, W. A. Hover, Denver, Col.; Committee on Commercial Travelers, John B. Purcell, Richmond, Va.; Committee on Adulterations, John F. Queeny, St. Louis, Mo.; Special Committee on Paris Green, Charles Hubbard, Syracuse, N. Y.; Committee on Revision of Pharmaceutical Lists, Chas. S. Littell, New York, N. Y.; Special Committee to Take Charge of Suits Brought Against Members of the N. W. D. A., M. N. Kline, Philadelphia, Pa., and Committee on Pharmaceutical Preparations, J. C. Eliel, Minneapolis, Minn.

Hospital Work in Havana.

Under the above caption we published in our issue of Oct. 10 interesting ex-

tracts from a letter written by Laurence D. Fitzhugh, naval hospital steward, on nursing yellow fever at the U. S. Naval Station at Havana. Since that time Mr. Fitzhugh has paid for his temerity in volunteering to nurse yellow fever patients, having been himself stricken with that dreaded disease. A letter written by Dr. R. O. Marcour, a surgeon at the hospital, on Nov. 1, states that Mr. Fitzhugh is now convalescing from "the most severe case of yellow fever I have ever treated." At one time in his delirium the united efforts of four laborers were required to keep him in bed. In communicating the fact of his convalescence to Mr. Fitzhugh's family the surgeon expresses his pleasure in the good news, saying "he is my right hand man."

Enlargement of the Hospital Corps in the Philippines.

According to the "Army and Navy Journal" for Oct. 28, a further increase of the hospital corps in the Philippines is to be made to meet the requirements of a request from Col. Woodhull, chief surgeon at Manila. Col. Woodhull has cabled a request for twelve hospital stewards and thirty-two acting hospital stewards and 700 privates. This has been to some extent anticipated by the medical department. Col. Woodhull has now thirty-eight stewards, ninety-three acting stewards and 1,041 privates. There are four hospital stewards, ten acting stewards and 268 privates now on the way to Manila, and each volunteer regiment leaving for the Philippines has fourteen hospital corps men. Besides these 120 privates are now ready for departure, and will leave New York within a short time on the transports, going by the way of the Suez Canal.

Pharmacy Regulations in Porto Rico.

Under general order No. 153, issued at San Juan, September 30, an examining committee is to be appointed by the Superior Board of Health of the island to consist of three graduates in medicine and surgery, of not less than ten years' standing, and of recognized ability in their professions, two graduates in pharmacy and one graduate in dentistry, possessing the same professional standing. This committee is to be divided into sub-committees, for the work of examination. The Superior Board of Health of Porto Rico will make and adopt for the Examining Committee all necessary rules and regulations and by-laws, not inconsistent with existing laws and regulations, or with the Constitution of the United States. All fees received by the committee shall be turned in to the treasurer of the Superior Board of Health. After the payment of legitimate expenses, the balance shall be divided among the members of the committee, in such manner that each member shall receive his proportionate share of the fees received from all the persons he actually examines. The recorder will receive a proportionate share of all the fees received.

Examinations.

The Examining Committee shall hold examinations at such times as the Superior Board may direct.

All applicants desiring licenses to practice their professions or occupations in Porto Rico shall first present their diplomas or certificates to the secretary of the Superior Board of Health, together with a certificate signed by two responsible persons, as to the good moral character of the applicant. If an examination of these papers proves satisfactory, the secretary will issue a permit to the applicant to appear before the Examining Committee for examination.

The questions used shall first be submitted to the Superior Board of Health, and after being approved, the same questions shall be used with all individuals of one class applying at one time for examination. All examinations shall be in writing and subject to such rules and regulations as the Superior Board of Health shall, from time to time, prescribe.

After each examination, the Examining Committee shall, without unnecessary delay, act upon the same. An official report of such action, signed by the chairman, recorder and each member present stating the subject of the examination, average of each candidate in each branch, the general average and the result of each examination, shall be forwarded to the Superior Board of Health. Said report shall embrace all the examination papers, and questions and answers thereto. All such examination papers shall be kept for reference or inspection for a period of not less than five years.

On receiving from the Examining Committee an official report of the result of any examination of any applicant for license, the Superior Board of Health, if it approve the report, shall forthwith issue to each successful applicant, adjudged by the Examining Committee qualified to practice medicine and surgery, or the other branches named in this order, a license to practice same in Porto Rico, signed by the members of the Examining Committee who actually examined the applicant, and by the officers of the Superior Board of Health and attested by its seal.

In case any applicant should fail in his examination before the Examining Board, he may reappear, on approval of the Superior Board of Health, at any subsequent examination after six months and within two years, without payment of any additional fee.

Applicants who possess diplomas from reputable medical or dental colleges, and who have been licensed by State boards, after an examination, may, upon the payment of the fee of twenty-five (\$25) dollars, be licensed by the Superior Board of Health without examination if the Superior Board of Health so decides.

The fees established by the Superior Board of Health for examinations are as follows: (a) For examination of physicians and surgeons, dentists and pharmacists, \$25; (b) for practitioners, \$15; (c) for professional nurses, \$10; (d) for midwives, \$5.

These fees shall not be returned in case of failure in examination.

For the issue and registration of a license by the Superior Board of Health the fee shall be, for a physician and surgeon, dentist or pharmacist, five (\$5) dollars, and for all others one dollar. The money received from such fees as well as those mentioned in paragraph above, shall, after deducting the necessary expenses, be turned into the insular treasury.

Greater New York.

News of the Trade in and About the Five Boroughs—Notes of Personal Interest—Changes and New Stores—Trade Gossip.

Items of Personal Interest.

Mr. Josiah Vaughan, buyer of Purcell, Ladd & Co., of Richmond, Va., was among the recent visitors to New York city.

Frank G. Goetz, B. C. P. '96, has bought the store at the corner of Nostrand and Putnam avenues, formerly known as Lanning's pharmacy.

Percy C. Magnus, of Magnus & Lauer, has just returned from a trip through the New England States, which was more than usually satisfactory.

At a special meeting of the class of 1900, B. C. P., Geo. Neuscholer was elected secretary to fill the vacancy caused by the resignation of A. Beyer.

The drug store at 2340 Seventh Avenue, formerly owned by T. B. Breen, has changed hands, E. Ruschke & Co. having recently purchased the stock and good will.

The "Rhinelander pharmacy," at Second avenue and Sixty-fifth street, has been purchased by Dr. Thomas H. Chattle, who has placed Percival Tate in charge as manager.

Penrhyn Vaughan Morgan, son of Octavius Vaughan Morgan, one of the proprietors of the London "Chemist and Druggist," paid a brief visit to the United States recently and was among the guests at the drug club during the fortnight.

Henry Braslawsky has retired from the partnership arrangement which he held with Leopold Altman in the pharmacy at No. 1778 Lexington avenue under the firm name of L. Altman & Co., and Mr. Altman will conduct the business alone hereafter.

The extensive essential oil plant of McKenzie Bros., at Hioga, Japan, was recently destroyed by fire, and the sassafras oil market has been much affected thereby, McKenzie Bros. being among the largest producers of camphor oil, the source of artificial oil of sassafras.

A. C. Kayser, class of '99, B. C. P., who went to Colorado for his health just after examinations, returned to his home November 7, and died the next day. Services were held at St. Mark's Church, Jefferson street and Bushwick avenue, Brooklyn.

Typhoid fever has broken the ranks of the graduating class of the B. C. P. Eli Van Nostrand, of Amityville, L. I., employed at Burtis's pharmacy in Babylon, L. I., passed away on October 30 after three weeks' illness. He was popular in his class, and his death is regretted by one and all.

Col. J. W. George, of Schieffelin & Co., is scheduled for a lecture on "Match and Medicine Stamps" before the Section on Philately of the Brooklyn Institute of Arts and Sciences, on December 1. Col. George is an enthusiastic stamp collector and is an authority on the value of patent medicine stamps of the older issues.

Leo Eliel, of South Bend, Ind., was among recent visitors to the New York drug market. Mr. Eliel has a wide acquaintance in the pharmaceutical world, through his connection with the American Pharmaceutical Association, as chairman of the Committee on Revision of the Pharmacopoeia, and is generally popular and well liked by all who know him.

Prof. Ira F. Remsen, of Johns Hopkins, was among the passengers who arrived on the Kaiser Frederick on her last trip to this port. The professor's name was too much for the German purser, who got it into the printed list as "Fraulein Irene Remsen," to the great joy of a couple of Johns Hopkins alumni on board and somewhat to the confusion of the sedate authority on chemistry.

William Ungerer, of W. P. Ungerer & Co., the well-known essential oil dealers of this city, has just returned from an extended trip abroad. He spent most of the time in France and Switzerland, visiting the large oil distilleries with which his firm is connected. He made the return trip on the Kaiser Frederick and encountered one

of the wildest gales ever experienced on the Atlantic. Mr. Ungerer reports that his stay abroad was very satisfactory from a business standpoint, and he is well pleased with the results.

Timothy B. Breen, class of '91, N. Y. C. P., who has been the proprietor of the drug store at the corner of 134th street and Seventh avenue since his graduation, has bidden good-by to pharmacy, having sold his store and entered the insurance business. Mr. Breen has an office on the southwest corner of Twenty-third street and Third avenue, and deals in all kinds of insurance policies, including fire, plate glass, life, liability, burglary and surety and indemnity bonds. He is sure to have a large clientele among the drug trade.

The marriage of Miss Adelaide J. Thomas and Ralph F. Harloe, which took place June 11, became publicly known November 12. The ceremony was performed by Rev. Harris K. Smith, at Corona, N. Y. Mrs. Harloe is nineteen years old. She says she became acquainted with Mr. Harloe at a reception, and it was a case of love at first sight. After the ceremony they returned to Brooklyn and lived at their parents' homes. Mr. Harloe is a graduate of the class of Brooklyn College of Pharmacy '99, and is clerk for Wm. Vincent, 139 Broadway, Brooklyn.

"The Alpers Pharmacy" is the very newest of new pharmacies in Manhattan. It occupies the store near the corner of Thirty-first street and Broadway, formerly occupied by Bonaventure, the picture dealer. All of the fittings are not yet installed and it may be a week or two before the pharmacy is open for business. The pharmacy will follow the lines of the Merck pharmacy, now out of existence. The signs on the window shades read "Wm. Alpers, Sc.D., Pharmacist," and "The Alpers Pharmacy." The store is situated in the heart of the theatre district and the old Tenderloin, and the locality is noted for the number of its physicians.

American Chemical Society.

The regular meeting of the New York Section of the American Chemical Society was held in the assembly room of the Chemists' Club, 108 West Fifty-fifth street, on Friday evening, Nov. 10. Sixty members were in attendance, with Dr. C. F. McKenna presiding.

The following papers were read: "Some Notes on the Year's Progress in Applied Chemistry," by William McMurtrie; "The Technical Analysis of Liquorice Paste," by M. Trubek, and "On the Chemistry of Mucin," by P. A. Levene.

Dr. McMurtrie's continuation of his paper on the year's progress in applied chemistry was full of valuable material, and covered a wide range of subjects, among them the electrolytic production of alkali, the production of ozone on a large scale for bleaching oils and purification of water, improved shorter methods for manufacture of white lead and a very full comparison of the efficiency of different gases and gas burners, as well as recent experimental work on the cause of light in the Welsbach mantle, and the best mixtures for the purpose.

It is expected that this paper will be published in full.

The question of a joint meeting with the Philadelphia section was brought up by the chair, who stated that it had been decided to postpone the proposed meeting until after the holidays.

MANHATTAN DRUGGISTS

Vote to Affiliate the Local Association with the N. A. R. D.

At the monthly meeting of the Manhattan Pharmaceutical Association, which was held at the New York College of Pharmacy, on Monday evening, November 20, the Association received and adopted the report of the Special Committee appointed at the October meeting to consider the advisability of affiliating with the National Association of Retail Druggists, which was favorable to the Association taking this action, and the Association resolved unanimously to apply for membership in the national body.

The meeting was called to order by President Reuben R. Smith, at 8.30 o'clock, with some eighteen members present, a number which was swelled afterwards by the arrival of several late comers. Secretary Keenan read the minutes of the preceding meeting and the report of the treasurer, which took the usual course. C. O. Bigelow made a verbal report in behalf of the Committee on Legislation, reciting the work of the special committees appointed to aid the candidacy of Dr. Nelson H. Henry, in the Fifth Assembly District, and Robert Mazet, in the Nineteenth. The report was received, and the action of the committee approved. Messrs. Smith and Kerley reported as members of the special committees. Mr. Kerley said that every druggist in the Nineteenth District had been visited by his committee, and with the exception of two, all had pledged themselves to Mazet.

Unanimous in Favor of Joining the N. A. R. D.

The Special Committee of the N. A. R. D. reported through Chas. S. Erb that it had met and unanimously agreed to report in favor of affiliating with the National Association. This report received, Mr. Erb then moved that the Association take steps to affiliate with the N. A. R. D., a motion which was promptly seconded by Sidney Faber, and being put was carried by unanimous vote. On motion of A. C. Searles, the secretary was empowered to take the necessary steps to arrange for membership.

The Druggists of the Lower East Side.

For the Executive Committee, A. C. Searles, chairman, reported the receipt of a communication from the "New York Retail Druggists' Association," L. Marmor, secretary, in which it was set forth that the Association, which was established for the promotion of the interests of pharmacists, and embraced in its ranks nearly every druggist doing business on the lower East Side, had of late been occupying itself with alleged violations of the pharmacy law, relating to the four years' experience requirement. It was stated that the efforts of the Association were beginning to bear fruit, as the Board of Pharmacy was already rejecting candidates who were found, upon investigation, to be deficient in practice, and will require in the future a sworn affidavit from proprietors, who testify to the store experience of candidates for examination. The communication continued:

Wants the Support of the Manhattan Association.

"Having besides many other important issues in view, which should command the interest of every pharmacist, our work being directed largely toward drawing the profession out of the mire into which it has fallen, the New York Retail Druggists' Association desires for the sake of a more complete success the co-operation of every organized body of pharmacists in the city, and we ask for the support of the Manhattan Pharmaceutical Association in this work, and are hopeful that it will respond willingly.

"With the highest respect,
"THE NEW YORK RETAIL DRUGGISTS' ASSOCIATION.

"L. Marmor, Secretary, 13-15 Ludlow Street."

C. O. Bigelow spoke very favorably of the work which the Association is doing on the east side of the city, and considered it worthy of recognition.

Sidney Faber seconded the remarks of Mr. Bigelow, and referred to the enormous influx of Russian emigrants during recent years. A large number of young male Russians, said he, turn to pharmacy as offering the prospect of a respectable means of livelihood without the labor connected with many other occupations, and owing to the operations of a certain pharmaceutical "Institute," which made a specialty of preparing men to pass the examinations of the Board of Pharmacy, the Russian pharmacists on the lower East Side had become alarmed, and were co-operating with the Board of Pharmacy to prevent the fraudulent practices which had become so common of late, especially as regards false statements concerning the experience of candidates.

Manhattan Association Will Co-operate.

On motion the secretary was instructed to acknowledge the receipt of the communication from the New York Retail Druggists' Association, and to assure it that the Manhattan Pharmaceutical Association was desirous of co-operating to the fullest extent with the druggists of the east side in their efforts to enforce the provisions of the Pharmacy law.

The Membership Committee reported favorably on the application of James Wilson, of 215 Columbus avenue, and the gentleman named was elected after the usual formality.

Secretary Keenan reported for the Special Committee on Conference with the Pharmaceutical Clerks' Association. He stated that the clerks had appointed a special committee to reconsider the shorter hours bill presented by them to the Manhattan Association, and the objectionable features, which had been added since the bill had passed out of the hands of the Conference Committee, would be stricken out. He gave a full account of the efforts made by the Pharmaceutical Clerks' Association to acquaint the Central Federated Union with the character of the Druggists' League for Shorter Hours, and narrated his own experiences with the C. F. U. and the Independent Labor Party, which were more amusing than productive of satisfactory results.

Thimme's Views on Carbolic Acid Poisoning

Felix Hirseman read a clipping from the "Evening World," in which Edward Thimme, of the Druggists' League for

Shorter Hours, was quoted as giving some expressions of opinion on the non-enforcement by the Board of Pharmacy of the Poison Sales law, in which he praised the Board of Health and condemned the Board of Pharmacy, and showed his skill as a physician and toxicologist—he has already laid claim to twenty-five years' experience as a drug clerk—by announcing a new antidote for carbolic acid poisoning. Thimme declares, with other men eminent in his profession, that whisky is the best antidote for carbolic acid poisoning when used in the proportion of four parts of the former to one of the latter. The next best antidote is vinegar, but it requires five parts of vinegar to antidote one part of carbolic acid. Thimme says that as carbolic acid is generally sold in ounce bottles, a pint of antidote ought to be about right.

The reading of this clipping created some little indignation, which soon gave way to laughter when the absurdity of his farrago of nonsense became apparent.

Felix Hirseman communicated some of the contents of the latest bulletin issued by the National Association of Retail Druggists, and moved the appointment of a committee of five to consider the preparation of a list of jobbers acceptable to the druggists of Greater New York, the committee to be authorized to confer with similar committees from other associations in this vicinity affiliated with the N. A. R. D.

On motion of Sidney Faber, the following was adopted: "Resolved, that as a pre-requisite for admittance to examination before a Board of Pharmacy, each applicant must be a graduate of a recognized College of Pharmacy, which requires four years' practical experience to be proven before conferring its diploma."

Members of the P. C. A. Preferred.

A letter from the Pharmaceutical Clerks' Association asking the members of the Manhattan Pharmaceutical Association to give the preference to members of the Clerks' Association in filling vacancies was read by the secretary, and a short discussion ensued. It appeared to be the unanimous sentiment of the members that the wishes of the clerks' organization should be met, and this was agreed to in the following resolution by C. O. Bigelow:

"Resolved, That it is the sense of the Manhattan Pharmaceutical Association that preference be given to members of the Pharmaceutical Clerks' Association in filling vacancies."

Only routine business was conducted after this, and the Association adjourned at 10.30.

Kings County Society Meeting.

The regular monthly meeting of the Kings County Pharmaceutical Society was held Tuesday, November 14, at the college, 329 Franklin avenue. Adrian Paradis presided, and after the usual routine business had been transacted, Dr. B. T. Whitmore, of the firm of Parke, Davis & Co., of New York, was introduced, and gave some definite explanation in regard as to what products required revenue stamps. Dr. Whitmore has just returned from Washington, where he spent two months making a study of the subject. In answer to a number of questions, he said that the

whole matter of stamping or not stamping the products depended upon the labels. The products bearing technical labels, having the name of the article only, and without directions, needed no stamp, but such labels that bore instructions or read, for instance, "Brown's Preparation," would in all cases have to be stamped.

The following six new members were elected: J. L. House, P. D. Sarmani, Francis Wolf, William Roese, R. E. Neidner and Charles A. Stein.

Dr. Albert H. Brundage exhibited a number of relics of the Philippine war, which included a six-inch shell which had been picked up by Alrick Hammar, pharmacist of the "Olympia."

SUICIDE CASES WILL BE LESSENERD.**Sale of Carbolic Acid to Be Restricted by Local Ordinance.**

President M. C. Murphy, of the City Health Department, has announced his determination to stop the indiscriminate sale of carbolic acid, and he has communicated with the Corporation Counsel, with the end in view of placing almost prohibitory restrictions in the way of its sale.

According to Col. Murphy a study of the police statistics show that carbolic acid is growing more popular every day with suicides.

In the year 1898 out of 428 suicides 152 used carbolic acid, more than 35 per cent. Of the 428 persons who took their lives 121 were women, and of these 66 took carbolic, something over 50 per cent.

Statistics for the present year show that during the first quarter, from January 1 to March 31, there were 55 carbolic acid suicides. Of these 32 were men and 23 women. Thirty-eight of the 55 occurred in the Borough of Manhattan, 19 men and 19 women.

In the second quarter, viz., from April 1 to July 1, there were 44 unfortunates who drank carbolic acid and died. Twenty-six were males and 18 females.

For the third quarter, viz., from July 1 to October 1, in Manhattan alone, there were 28 suicides by carbolic acid. Fourteen were male and 14 female. During the nine months 127 persons ended their lives by the use of this poison and a hundred others attempted their lives, but were saved by prompt action on the part of the hospital surgeons.

The president of the Department of Health is determined that the sale of the acid shall be regulated by a city ordinance, and he is reported to have said that he will have the help of the local Board of Pharmacy and of the College of Pharmacy in the movement.

Carbolic acid is one of the poisons enumerated in Schedule B of the pharmacy chapter of the Charter of Greater New York. There happens, however, to be a State law governing the sale of poisons which forms part of the Penal Code. While the Penal Code makes no attempt to define what a poison is, it says that no poison or poisonous substance shall be sold without the druggist first recording the sale in a poison book, with the

name of a third party known to the seller as a witness of the transaction. An exception is made, of course, in the case of medical prescriptions. The pharmacy chapter of the city charter, as the local pharmacy law is styled, is, in effect, generally ignored by the city magistrates.

STILL A "UNION" ORGANIZATION.

"Druggists' League Has Forty Members," Says an Investigating Committee.

The Committee of the Central Federated Union, which has had under investigation the so-called "Druggists' League for Shorter Hours," with the view of determining whether or not it was a bona fide organization, has reported to the Union that the "League" has forty members. The committee of the union was asked to attend a meeting of the League to find out for themselves just what the membership of the League actually is.

The meeting of the League was called for Wednesday evening, November 8, and urgent invitations were sent to all clerks not believed to be connected with the Pharmaceutical Clerks' Association to attend. The form of invitation read:

Druggists' League for Shorter Hours.

NEW YORK, Nov. 7, 1899.

My Dear Sir—You are cordially invited to attend a very important meeting of the League, Wednesday, November 8, at 9.30 p. m., at 4 West Thirteenth street. Very truly yours,
EDWARD THIMME, Secretary.

No. 4 West Thirteenth street is the Iroquois Club, the headquarters of Bernard F. Martin, Tammany district leader. A committee of the Pharmaceutical Clerks' Association called there to give the C. F. U. Committee some information regarding the character of the "League," but they were refused admittance, after they had advanced far enough into the hall to note the attendance of about fifteen persons, including the secretary of the organization, and the assistant secretary, Clothing Cutter Nubel.

Mr. Thimme had the floor when the delegates from the Pharmaceutical Clerks' Association called, and was explaining to the two members of the C. F. U. investigating committee who were present that his organization was the only genuine, the "real thing," and that the "shorter hours" bill drawn up by the Pharmaceutical Clerks' Association was so framed as not to interfere with the interests of employing druggists. The committee from the Pharmaceutical Clerks' Association declined to wait for the adjournment of the meeting, but left the club-rooms after a stay of nearly half an hour. The committee of clerks then drafted a communication to the C. F. U., in which they went over the grounds of their objections to the S. H. L. Attention was called in this communication to the fact that the "Druggists' League for Shorter Hours" is not a strictly drug clerks' organization, the majority of those holding office in it being either proprietors of drug stores, clothing cutters or walking delegates. Referring to the introduction into the Legislature of a bill to regulate the working hours of drug clerks, the communication stated that "Governor Roosevelt has announced that he is in favor of the passage of a

properly framed Shorter Hours bill, and will gladly sign it when enacted. The Pharmaceutical Clerks' Association has prepared such a measure and will have it introduced at the next session of the Legislature. There is, therefore, no need for Mr. Thimme or for anyone else outside of the drug business to take action. The only need for any action on Mr. Thimme's part seems to be the need he is under of doing something to make a livelihood, and to furnish this livelihood appears to be the only reason for the existence of the so-called Druggists' League for Shorter Hours."

Pharmaceutical Clerks Meet.

The usual fortnightly meeting of the Pharmaceutical Clerks' Association was held on Wednesday, November 15, at the College of Pharmacy. There was a fairly good representation of members. President Chas. W. Dietz presided, and Secretary Alexander Deutschberger recorded the proceedings. The minutes of the previous meeting were read by the secretary and offered for adoption. On objection by Bernhard Steindler to certain personal references, not in the way of eulogy, the characterization complained of was deleted from the minutes, which were thereupon approved.

Secretary Deutschberger reported the inability of the special committee appointed at the last meeting to confer with a committee of the C. F. U. to obtain an audience with that committee. He read the communication which had been sent to the C. F. U., in the name of the committee, by Mr. Keenan. The report of the committee was accepted, and on motion the committee was discharged, with the customary vote of thanks.

Vice-President Dyna's amendment to the constitution, providing that a quorum at all stated meetings shall consist of ten members, was brought up by the mover for adoption, and being put to a vote was carried. The consideration of the Shorter Hours bill, which had been made a special order for this meeting, was then gone into, and after some discussion it was decided to appoint a committee of five to make the necessary revision and bring in a report at the next meeting. The election of new members was taken up, and the following names added to the rolls: Herman Betz, Louis A. Johnson and Albert D. Kennedy.

One of the interesting features of this meeting was the reading of a paper by A. W. Firth, outlining an ingenious scheme for bringing recalcitrant druggists within the fold, and offering some excellent suggestions for the betterment of prevailing conditions.

Drug clerks in New York and vicinity who desire to become members of the Pharmaceutical Clerks' Association are invited to send in their names to Alexander Deutschberger, Secretary, 309 Bleecker street, New York.

New Jersey Board.

At the meeting of the New Jersey Board of Pharmacy, held on October 19 and 20, the following candidates passed a successful examination and were issued certificates of registration:

Registered Pharmacists—E. W. Ault, New York; Curtis Claassen, Belleville, N. J.; W. A.

Eldridge, Salem, N. J.; J. F. Justin, Town of Union; J. P. Lauer, Philadelphia; G. D. Merivine, Ocean City; H. A. Oltmann, Belleville; Bernard Fenling, Paterson; H. J. Quinn, Newark; E. W. Russell, Jobstown; C. A. Suhr, Union Hill, and J. H. Underwood, Woodbury.
Registered Assistant—A. M. Slaght, Newton.

The next meeting of the board will be held in Trenton on Thursday and Friday, January 18 and 20, 1900.

Discouraging Reports from Buffalo.

Street Car Conductors Make More Money There than Graduates in Pharmacy.

Buffalo, N. Y., Nov. 21.—There is a general report of better business from the city retail druggists, and but for the fact that there are so many more people in the business than there ought to be there might after a while be something in the trade. Traveling salesmen are of the opinion that the percentage of profit in the smaller towns of western New York is considerably more than it is here. They give instances where this or that druggist has made a good thing out of the business, something that could hardly be done here at present. A wideawake drug clerk, who went through the college, and has spent nearly ten years in one store, and thus demonstrated his general ability, has lately given it up and gone into another branch of business, saying that he was just able to make a living with present wages, and when a notice was given him of a reduction for the winter he was entirely discouraged. "Those fellows on the street cars," said he mournfully, "are making more money than I am and they are not at work any more hours than a drug clerk is."

E. E. Stanbro Dead.

E. E. Stanbro, a promising young man of the city, lately a member of the "Courier" newspaper staff, died a few days ago, after a short illness. He was for some time a practising druggist, having graduated in both the drug and medical departments of the Buffalo College of Pharmacy. For a time he was managing clerk for Robert K. Smither.

THE NEWS OF BUFFALO.

All the Buffalo druggists are congratulating Denny & Field on their new front and the array of window furniture. When the window was smashed some time ago by a runaway horse, it became necessary to put in a new one, and the firm did not stop with any half-way display.

Politics slaughtered all the Democratic druggists that were up for office, along with the rest of their party. Howard Wade and A. J. Keller, who were up for aldermen, were both beaten, but Neil McEachren, who happened to be on the winning side, as well as being personally popular, was elected alderman by a large majority.

Changes in stores and ownerships have been rather numerous of late. A. P. Hoolihan has bought the Thomas drug store on Allen street and engaged William F. Cool as manager. W. H. Watson, who was in the store of W. H. A. Smith, has also taken a position in the Allen street store, his place being taken by A. L. Hawkins, who was with Hawkins & Kelsey, of Grant street. George B. Kehr, formerly in the Greey store, on the west side, has bought the store of J. H. Brown, at Swan and Jefferson streets. Wheeler & Cottrill, the former of Buffalo, have bought the E. D. Keeney store, at Arcade, this county. Keeney some time ago committed suicide. The store burned down once and a very fine one was built in its place by Keeney, but business did not go on to suit him and he took himself off. O. P. Ross, for many years in the Kolumbian pharmacy in Olean as manager, has bought the Olean House pharmacy. He is a very popular druggist and his friends predict a signal success of the venture.

MASSACHUSETTS.

Jobbers Consolidate.

Minor News Notes.

Boston, Nov. 20.—Rumors of consolidation of some of the wholesale interests in this city assumed definite shape recently through the action of three firms. These are Cutler Bros. & Co., George C. Goodwin & Co., and West & Jenney. These concerns are to form a corporation under the laws of this State, with a capital of \$400,000, divided into shares of the value of \$100 each. The principal reasons which brought this amalgamation are to be found in a saving of money in expenses, purchasing goods in larger lots and at better rates, and a lessening of responsibility to individuals. The combination will begin business January 1. The stores of the different firms will be given up as soon as the leases expire. That of Cutler Bros. runs out next July, and the Goodwin lease terminates a year from next June. The business will in time be transacted from one building. It has been rumored that the Rust-Richardson Co. had sold out to the combine, but this is not the fact at present, although it is one of the probabilities of the near future. The new corporation will be ably officered, as follows: President, Charles C. Goodwin; vice-president, Charles A. West; treasurer, Charles F. Cutler; assistant treasurer, Bernard Jenney, Jr.; secretary, George F. Kellogg, and assistant secretary, William W. Cutler.

MASSACHUSETTS NOTES.

Charles J. Countie, M. C. P., '84, is taking an active part in the politics of Ward 11.

Ernest C. Marshall, Ph.G., was recently a guest of the Clover Club and delivered an address.

NEW ENGLAND NEWS.

Thomaston, Me., is the scene of much liquor agitation at the present time, and the organization having the movement in hand has served notices on the various dealers in town notifying them to give up their United States licenses. This in a prohibition State, too. As a result of this notice one of the druggists, George H. Gardner, returned his certificate, and his receipt has been acknowledged by the Internal Revenue office. It is possible that the town will be supplied with the ardent through a State liquor agency, and Dame Rumor has it that Mr. Gardner will be the appointee.

Recently the liquor agency at Burlington, Vt., was abolished, and the responsibility of this action was laid at the door of the druggists of that city. Shortly afterwards the sheriff received a large batch of injunctions, which he served upon druggists who, it is claimed, are violating the prohibitory law. Petitions have also been issued enjoining certain druggists and the owners of the buildings in which the drug stores are kept to abate "nuisances" until the next term of court, when the injunctions will be made permanent. Those named in the summons are to appear on November 21 to show just cause, if any, why they should not be enjoined.

The drug, oil and paint house of Chambers, Calder & Co., consisting of Robert B. Chambers, George B. Calder, William C. Calder and William S. Chambers, of 21 and 23 Exchange place, Providence R. I., is financially embarrassed. A meeting of the creditors has been held, and an assignment is expected. The house has a rating of \$50,000. Its liabilities are \$70,000, of which \$55,000 are said to be owed to banks on accommodation paper. The report is that the house hopes to be able to pay 50 cents on the dollar. George B. Calder is president of the Weybosset National Bank, and Robert B. Chambers is president of the National Eagle Bank.

PENNSYLVANIA.

Changes at the College.

The Pharmaceutical Meeting.

Philadelphia, Nov. 22.—The second pharmaceutical meeting of the Philadelphia College was held on November 21, and was largely attended. There is more interest being taken in these meetings this year, and it is the intention of the committee to secure the best talent available, and more attention is to be paid to obtaining papers from men of a world-wide reputation. Dr. Charles Rice, of New York City, submitted a paper on "Some Pharmacopoeial Problems," which was not only interesting but entertaining to the many druggists who were present. Dr. G. T. Moore, of Dartmouth College, presented a paper on "Algae as a Cause of the Contamination of Drinking Water." As pure water is a daily subject in this city and one which everybody is striving for, the paper attracted considerable attention. Dr. Edward Kremers, of the University of Wisconsin, presented a paper on "Volatile Oils; What They Are and the Changes They Undergo." There were also a number of specimens of various drugs on exhibition. Dr. Rice's paper is presented on page 292.

Changes at the College.

At a meeting of the trustees of the Philadelphia College of Pharmacy on November 14, W. Nelson Stem, the secretary of the college, was elected assistant actuary, with the understanding that he was to be elected actuary at the meeting in April. Thomas Wiegand has been actuary at the college since 1877, although he was not in continuous service until 1885, since when he has devoted all of his time to the institution. A few years ago, owing to the increased amount of work, Mr. Wiegand secured as assistant Miss Taylor, and it was due to her resignation that the above change was made. Mr. Wiegand, while being fairly well advanced in years, is most useful to the college, and at the beginning of April, 1900, he is to be made librarian. This is a new office, the increase in students having rendered it necessary for some one to have supervision over the library who is well posted on what books the student requires. The appointment of Mr. Stem is approved by every one who knows this gentleman, as for years past he has devoted much of his time to the affairs of the college. At the present time he, in conjunction with Mr. Brodie, operates a drug store at Twentieth and Callowhill streets, but it is understood Mr. Stem is to part with his interests in the store prior to becoming actuary of the college.

MINOR NEWS NOTES.

T. Porter, of Tamaqua, Pa., has opened a store at Broad and Snyder avenue.

T. Gosling, formerly of Seventeenth and Carpenter, has opened a fine store at Fifty-second and Vine streets.

Dr. W. H. Crane, the owner of the store at Thirteenth and Snyder avenue, was married on the 15th inst., and is now on his bridal trip.

Dr. H. Stoeber, of the Keystone Commercial Co., which operates the elegant pharmacy at Broad street station, has returned from a trip to Tennessee.

F. Grotevent, formerly of Broad and Erie, will act as head clerk for H. F. Vashage when

the latter opens his new store at Broad and Columbia avenue.

At a meeting of the board of managers of the Philadelphia Drug Co., held on the 7th inst., Jonas Buckman was unanimously elected president and Edmund R. Gatchel vice-president.

Schandin & Lind, manufacturers of Garwood perfumes, are working night and day filling their orders for the holiday trade. The business of this house has been showing a steady increase and orders have been of a greater variety and for larger quantities of goods than for many years.

Charles E. Hires Co. have for the first time kept open the Hires Root Beer retail store on Chestnut street during the winter months. The sale of the root beer this year was the greatest in the history of the company, and since Mr. Hires has gone into the manufacture of condensed milk and perfumes the sales of the Chestnut street store have been of a greater variety and larger number. Mr. Hires is paying considerable attention to the manufacture of condensed milk, and at his plant located outside of Philadelphia there is great activity and the orders are larger than were expected.

OHIO.

Hamilton County Druggists Get Together.

Better Outlook for Co-operation.

Cincinnati, O., Nov. 20.—A well-attended meeting of the Hamilton County Druggists' Association was held at the Musical Exchange, on Vine street, near the People's Theatre, on November 14. Members of the craft from all parts of Hamilton County were present, and a good time was had. The object of the gathering was to bring the pill-rollers together, in order to promote a feeling of good-fellowship. It has been the custom here for druggists to assume that by virtue of their profession they were Ishmaelites—a totally uncalled-for assumption. To be sure, the pharmacist is in many respects not like unto other men, but he is a man all the same, with all a man's capacity for pleasure as well as pain. There has been too much hermitizing, and the good fellows in the local circle have been trying for some time past to wipe out this feeling. It is now proposed to have regular stated meetings, devoted to social intercourse, at which local druggists can arrive at the conclusion that the other fellows are not adorned with nails and horns, but have good wide streaks of the best kind of human nature in them. At these meetings there will be vocal and instrumental music, recitations and comic sayings and doings, and it is intended that those who attend will most thoroughly enjoy themselves. At the next social session it is intended to have some entertainers present whose efforts will fill the air with laughter. Refreshments will be served on the pro rata plan, and all members of the retail and wholesale drug trade are cordially invited to be present.

HEARD ABOUT TOWN.

Robert Quell has opened a store at Winton Place.

W. T. McCullough, of Lawrenceburg, Ind., is now at De Lang's pharmacy.

N. J. Black has opened a drug store at Tenth and Isabella streets, Newport, Ky.

Edwin Bode, the city salesman for the Stein-Vogeler Company, is ill with pneumonia.

W. P. Jenkins, the well-known Dayton pharmacist, has bought the store of J. C. Dover, at Fifth and Wayne avenues.

MICHIGAN.

Detroit Clerks' Association.

Growth of Membership and Enthusiasm.

Detroit, Nov. 18.—The local drug market has assumed a remarkably strong and active condition and displays no symptoms of feverishness. All departments of the business seem perfectly satisfied with the present state of affairs, with the exception of the cut-rate question, which partly counteracts the increase in the volume of business being done. The demand is much in excess of that of any corresponding period for several years back.

Registered Clerks.

The Detroit Registered Drug Clerks' Association held its first annual hop in the Light Infantry Armories, on Thursday, the 17th inst., and have since been receiving the congratulations of their friends for the able manner in which the affair was conducted. About three hundred and fifty couples turned out and danced to the music of Finney's orchestra till the proverbial "wee sma' hours of the morning," and all voted it one of the best dances held in this city for many days.

The Association has shown an encouraging increase, both in membership and enthusiasm since its inception, less than a year ago.

A committee, delegated for the purpose, recently made a canvass of all the proprietors of the retail stores in the city, with the object of securing their promise to close up at 9 o'clock during the winter months. All the dealers agreed to do so, with the exception of nine or ten, and that was sufficient to put a stop to the movement for the time being. The clerks, however, have not given up the idea altogether, and hope to secure a substantial reduction in the present number of hours of duty required of them. They average eighty-six hours a week now, and their request for shorter hours was favorably received by the majority of their employers. Perfect harmony exists between the clerks and their employers, and as Secretary Edwards said, they intend to have their Association work for the benefit both of the employer and employed.

The State Board.

The Michigan Board of Pharmacy held a meeting at Lansing on November 7 and 8, sixty-three applicants being present for examination, forty-six for registered pharmacist certificate and seventeen for assistant papers. Fourteen applicants received registered pharmacists' licenses and nine assistants' licenses. Following is a list of those receiving certificates:

Registered pharmacists—A. B. Anthony, Saginaw; A. M. Bird, Detroit; B. W. Cook, West Bay City; J. P. Dolan, Saginaw; B. W. Glaspie, St. Johns; James Gidley, Empire; Chas. Hansen, Ludington; C. P. McKee, Three Oaks; H. MacMullen, Bay City; O. B. Olson, Menominee; R. W. Pearce, Big Rapids; D. L. Sherwood, Ypsilanti; J. A. Tice, Jackson, and W. W. Wright, Adrian.

Assistant pharmacists—E. A. Benson, Detroit; F. J. Glass, Vernon; C. E. Harvey, Bangor; Karl Nelson, Cedar Springs; Robert Parrish, Tecumseh; R. Van Avery, Trufant; A. V. Williams, Saginaw; G. E. Wortley, Lakeview, and W. H. Zentner, Highland Park.

All the members of the board were present at the meeting. The next meeting will be held at Detroit, January 9.

ILLINOIS.

Moving Against Slot Telephones.

The Flag and Tobacco Laws.

Chicago, Nov. 17.—At a meeting of the Judiciary Committee of the Common Council the order requiring the removal of slot devices from telephones was stayed, and a new opinion as to the legality of the apparatus was asked from the corporation counsel. The corporation counsel had previously ruled that the apparatus was illegal, and its removal was therefore ordered. A petition from 500 druggists, representing every ward in Chicago, was presented. In this petition the council was asked to leave the telephones as they are. Mr. Bodemann was one of those who made vigorous attacks on the idea of restoring the old style grounded instruments. It was shown that the telephone company is comparatively indifferent, as it gets no more money by the present plan, but saves in the decreased number of calls, and can thus give better service.

Illegal Sales of Abortifacients.

The State Board of Pharmacy has taken up the prosecution of women who sell medicines containing ergot to ignorant people. Fines of \$50 have been imposed in several such cases. It is held that the public is harmed by such practices; that physicians lose practice and that druggists lose business.

Work of the State Board.

All last week the State Board was in session here, and some important questions were under discussion. One of the biggest problems was in connection with those who try to register under the five-year experience clause of the State pharmacy law. Seventy-five applicants asked to be granted certificates in this manner, and it was decided that all must stand an examination on their primary education. This is done under the law which reads: "The answers given will aid the Board of Pharmacy in judging of the competency of candidates for registration under the provisions of section 6 and 7 of the pharmacy law." The time certificates are issued to those whose "credentials are satisfactory," and the present board holds that a simple examination is the only way to tell if the credentials are good. If a man cannot figure percentages or doses, the board holds it is useless to examine him on the higher branches. So, hereafter, the examinations will be double. First, that on general schooling, then on the higher branches pertaining to the drug business. Only plain school questions are asked. It was found that the best applicants were those who had the best schooling and good experience. This is done on the broad ground that the question of solving the pharmacy problem in the future rests with the boards of pharmacy. It was resolved to let in no incompetents. The members hold that if all boards took such action the effect would certainly be noticeable within a few years.

Out of a class of ninety-two examined the following passed as registered pharmacists:

George W. Atzel, Edmund B. Barnard, William Boenigk, H. T. Addis Brady, Walter Ca-

ron, Con. Changelon, Carl L. Hebsacker, Arthur E. Howard, Frank J. Klossowski, J. Erwin Lutz, Albert Michelmann, Robert Robinson, John Rusch, Henry Siwecki, William E. Snyder, Mark H. Watters, William Zerbst, all of Chicago, and Louis E. Baumeister, East St. Louis; Wilfred J. Bignold, Oak Park; Paul F. Boyd, Morrison; Edward M. Dieter, Naperville; John C. Hallam, M.D., Centralia; Lyle L. L. Howe, McHenry; Walter C. Koehler, Freeport; William L. Lenz, Polo; Robert W. Meloan, Media; Andrew J. Robson, Joliet; Harry E. Rowe, Leland; Herman Schmidt, M.D., New Minden.

The following passed as assistant pharmacists:

Harry L. Brawley, Byron A. Burlingame, Arthur S. Gillette, Charles H. Hennig, Volney G. Hoke, Albert Scheffinger and Alfred J. Weibel, all of Chicago, and Harry Blu, Milford; Charles P. Gaut, Streator; George S. Ives, Amboy; Albert T. Midgett, Robinson; Louis L. Smith, McLeansboro.

Those who were granted locality certificates under section 6 time service clause are:

Augustus C. Dahm, Chicago; Samuel D. Eaton, Tamaroa; Harry Healy, Loda; Henry O. Koehler, Chicago; Henry Lehmann, Chicago; Charles A. Montgomery, Chicago; John W. Phalen, Harvard; John L. Proffit, Spring Valley; Charles C. Sperry, Chicago; Edward Siniger, Galena; Arthur H. Smith, Chicago; Arthur C. Funcke, East St. Louis.

Alexander Glogau, Chicago, and Herman L. A. Rose, of Columbia, were registered as assistant pharmacists, section 7, time service clause.

The Board of Pharmacy desire to have it distinctly understood that no applicant, who has gained his experience in Illinois drug stores, will be examined or given an interview until after being regularly registered as an apprentice.

Friday night the members of the board, together with some ex-members, were entertained by Mr. and Mrs. W. A. Dyche. The affair was in the nature of a reunion. The druggists strolled about the city of Evanston in the evening and all voted it a beautiful place.

Those Libel Suits.

At the State attorney's office it is asserted that suits founded on the indictments for criminal libel against C. S. N. Hallberg and Richard Frerksen, voted recently, will be brought to trial within a short time. This case has been given considerable attention in the daily papers, recently, because of a petition circulated by friends of the indicted men, asking the State Board to drop the cases. Inquiry at the office of the State Board showed that although freely circulated in the daily papers, the petition had never reached the board. Members said it probably was just as well, as they were helpless, being without jurisdiction, the affair having apparently got to a personal phase between Mr. Gould and those in whose behalf the petition was circulated. Kitt Gould said that he would carry the cases to the end, and that State Attorney Deneen was supporting him.

The Flag and Tobacco Laws.

The tables are apparently being turned on the men who have been persecuting druggists for alleged violations of the flag and tobacco laws. By a recent decision the flag law's reward clause has been declared unconstitutional, which will effectually stop all further action in justice shops. The tobacco case conspirators are also being brought to justice. Druggists who had any article bearing the American flag were jerked before a justice who acted with the conspirators and fined. An overgrown chap of 17, who looked to be 21, would buy

tobacco and a suit would follow, the druggist being fined for selling tobacco to a minor. Several conspirators have been arrested, and Justice La Buy is under bonds. There are fourteen cases against each of the arrested men. Cigar men who have also suffered, have united to fight the gang.

CHICAGO NEWS NOTES.

Among recent visitors to Chicago was Harvey Lichtenwalner, a druggist of Westfield, Wis.

A. Timberlake, member of the Executive Committee of the N. A. R. D., was in town recently.

The store of Dr. C. A. Kirkwood, at Milwaukee avenue and Noble street, has been closed by the sheriff.

The old Whitfield store is to be sold out at auction Monday. Mr. Whitfield is one of the old-time druggists and his store has been a landmark.

The Apothecaries' Society held a meeting last Friday afternoon at the Union. The affair was something of a reunion. Matters of current interest were discussed.

Secretary T. V. Wooten, of the N. A. R. D., says the report of the recent meeting will soon be sent out. He reports a lively demand for the blue slips issued to concerns which do not sell to cutters.

The Veterans' Society met Tuesday for the purpose of taking action in regard to the recent trip on the sanitary canal and about Joliet. A committee was appointed to take appropriate action showing the gratitude of the druggists to their entertainers.

The Brownie Soap Company has been organized with a capital stock of \$10,000 to manufacture soap and toilet articles, and has taken out articles with the Secretary of State. The incorporators are: Edward H. Harrison, William H. Quinlan and Gustav H. Franzen.

A daring hold-up was committed November 12 at Jeffersonville, Ind. As Herbert Loomis, a drug clerk, was closing the store two men walked in and covered him with revolvers. Loomis was compelled to open the safe, from which the thieves took \$500. Loomis was so badly frightened that he could give no description of the men.

The Allegretti Chocolate Cream Company has won its suit for the exclusive right to use the trade-mark "Allegretti." The appellate court has sustained the order of the superior court holding Giacomo Allegretti, B. F. Rubel and I. A. Rubel in contempt of court for their failure to obey a previous order prohibiting their use of the trade-mark. Each is fined \$100. The litigation is long standing.

The Slade & Hicks Company has succeeded McGreer & Hicks and moved to 115 Lake street, where the firm has window displays and show rooms. The firm deals in automatic figures, posters and advertising matter. Its ingenious devices can be seen in almost every attractive window in the down-town district and along the outlying streets where druggists make attractive displays.

Vermont Association.

The State Pharmaceutical Association held its annual meeting at St. Albans, Oct. 26, including a ride on the lake and banquet at the American House in the evening. The principal address was given by Dr. J. N. Jenne, of St. Albans. There were also papers read on "Opium" by J. C. F. With, of Bellows Falls, and on "Anti-Toxine," by C. G. Maynard of Brattleboro. Eight new members were voted in. Z. R. Hopkins of Brandon was elected president; W. F. Root, of Brattleboro, secretary, and F. W. Price, of Chester, treasurer.

The Navy Medical Department has secured an allotment of \$10,000 for a hospital and dispensary at Guam. It appears from the report of the naval commandant that with 8,000 people on the island there is not a single physician, and there are no medical stores outside of the ship's surgeon's supplies.

MISSOURI.

Wanted, Good Drug Clerks.

Many Druggists Dance.

St. Louis, Nov. 18.—The great scarcity of competent drug clerks in this city is causing no little inconvenience to the proprietors. This condition has existed for several months, and is growing worse. Chas. Witt, in charge of the Employment Bureau of the St. Louis Drug Clerks' Society, informed your correspondent a few days ago that six different calls for competent clerks had been received by him during the past ten days, and he was unable to find a man to fill one of them.

St. Louis Druggists Dance.

It has frequently been said that St. Louis druggists do not dance. Could the author of this old saying have dropped in upon us on the night of November 16 and visited two of the grandest ball-rooms in the city, he would have come to the conclusion that there was a mistake somewhere.

The St. Louis Drug Clerks' Society were in full sway at the Pickwick Hall, Washington and Jefferson avenue, and a more congenial, select and merrier crowd has seldom been assembled upon the dance floor of that time-honored hall. The drug clerks were all there, and so were many of their friends. And that old reputation of the St. Louis drug clerks, to bring the handsomest and most charming young ladies to their social gatherings, was well upheld; and until the sunlight dispensed with the arc light the merry dance went on, and long will it be remembered by the stern, as well as the fairer sex.

The employees of the Meyer Bros. Drug Co. gave a ball at the well-known Concordia Club Hall, 1441 Chouteau avenue, on the night of the 16th inst. This was, by the way, a social gathering of the employed and the employers. Its prime object was to promote good-fellowship between the two classes, and it did not fall short of the expectation of its promoters. Nearly every person upon the pay-roll of that great firm was present, besides hosts of their friends and relations. The cares and duties of daily life were laid aside, and all mingled together upon one social plane, catering to the enjoyment of each other and enjoying the happiness of others. The grand march was led off by that great, sturdy, but meek and humble grand old man, President C. F. G. Meyer, and his lovely wife, who has been his companion and helpmate in building up the largest institution of its kind in the world. Everyone danced and to their heart's content, and daylight came only too soon.

There are many happy little occurrences at these druggists' balls which are given each year, and many are the destinies decided and futures changed upon these happy occasions. Each year the drug journals of the country announce the engagement and marriage of many a talented and energetic young proprietor or drug clerk, but it is not stated that the correspondent for the journal was informed, but pledged to secrecy, that the happy young benedict met his fate at such and such a druggists' ball, and yet such is the case, and has been for years, and long may it continue.

Omega Phi Society of the St. Louis College.

This little organization among the senior students of the above-named college has been in existence for the past fifteen years. It is in reality a quiz society, but it always does much for the advancement of the profession and the benefit of the college, its members, students, faculty and graduates. At its regular weekly meetings they discuss the work of the college, the various studies, different phases of the drug trade, and frequently have talks and lectures by prominent members of the trade and profession. As soon as the students get settled down to work and study, the member from the former class who has been duly delegated calls the senior class together and acts as chairman pro tem., and superintends the starting off of the members who are to be in charge for the ensuing year.

On Friday night, November 10, the senior class was called together and the plans for the year decided upon, and the following officers duly elected and installed:

President, E. C. Leberin, of Kansas; vice-president, D. F. Wulman, of Indiana; treasurer, H. M. Force, of Missouri; secretary, H. Mitchell, of Missouri.

Executive Board—A. A. Fricke, of Nebraska; A. Frank, of Missouri; C. G. Mueller, of Illinois; M. Kirkpatrick, S. H. Wilson, Missouri.

CITY NEWS.

Dr. Lavondusky has opened a new drug store at Twentieth street and Cass avenue.

G. H. J. Andreas has opened a new drug store at Shenandoah and Vandeventer avenues.

J. B. Prentiss, formerly of Indianapolis, Ind., has been placed in charge of the Lindel Hotel pharmacy.

Paul Wiese, and Paul Rhodius, two former local drug clerks, have recently opened a drug store in Mexico, Mo.

J. H. Allen, formerly manager of the Allen-Hall Drug Co., 710 Pine street, has severed all connections with that firm.

R. E. Maupin, of Platt City, Mo., but well known among the local trade, has been visiting among his old friends at this point.

E. H. Voepel, manager of the Chippewa pharmacy, California avenue and Chippewa street, has organized a bowling team in that section of the city known as the Chippewa Indians.

Miss Emily C. Joyce, daughter of Wm. A. Joyce, prominent wholesale druggist of Newport, Ark., was recently married in this city to C. H. Hungerford, city passenger and ticket agent for the Air Line Railroad.

Geo. T. Langehelle, who has been endeavoring to organize an association among the retail druggists for the purchase of patent and proprietary medicines, etc., after calling a second meeting, at which he received little or no encouragement, has at last abandoned the idea, and it is reported that he has left the city.

The St. Louis Druggists' Anti-Trust trial has been set for December 1. If the Attorney General is not ready for trial on this occasion the case will be dropped, according to the procedure of law. No new features have developed worthy of mention, and it is the general opinion that the case will be dropped.

Wm. F. Egler, president of the Drug Clerks' Association of Illinois, was in attendance at the Drug Clerks' ball. He came to this city in the interest of a drug clerks' journal which he proposes to start. Arrangements were made to give him a little reception on the night of November 18, but he was called back to Chicago on account of illness in his family.

Margraff, Emde & Co., of New London, Wis., have sold their drug, stationery, school-book, paint, oil and wall paper business to T. D. Rowe, of Menominee, Mich.

G. A. Tripp has opened a stock of drugs in Perley, Minn. A physician will locate there soon.



Our Portrait Gallery.

[Contributions for this column are invited. For available articles dealing with the news of traveling salesmen payment will be made.]



FRANK ALBERT BAUER,

Representative of the Duroy & Haines Co. in the Central States.

The subject of this sketch, Frank A. Bauer, of Columbus, O., representing the Duroy & Haines Company, makers of the famous Duroy wines, Sandusky, O., is one of the most popular and best posted salesmen in his line in the country. Mr. Bauer was born in London, January 5, 1863, and at an early age entered school, completing the course in 1877 with the highest honors.

He immediately began to serve his apprenticeship in a retail pharmacy with one of the good old-time pharmacists, who started him in on the bottom round of the ladder. Each year by hard work and study, he advanced, and if any credit is due it came from his own efforts, as Mr. Bauer is a self-made man in every respect. He has been actively engaged in the retail drug business, both as clerk and proprietor, for fifteen years. In the fall of 1892 Mr. Bauer connected himself with the Duroy & Haines Company, Sandusky, O., and has since sold their famous Duroy wines to the best drug trade in Ohio, Indiana, Kentucky, Pennsylvania and West Virginia.

Mr. Bauer stands high in the Masonic Order, being a member of Columbus Lodge, Mt. Vernon Commandery, K. T., No. 1; also member of Aladdin Temple, Order Mystic Shrine.

Mr. Bauer is very popular with his trade, an affable gentleman, pleasant in manner, and is what is known as "a general entertainer and good mixer." His only fault is his overweening personal modesty, but for which, with his beauty of features and form, not to mention his "gift o' gab," he would long since have owned the "Big 4" R.R. system or some other big thing.

Caught on the Fly.

Among the recent visitors to the trade in New York State was David F. Dodds, who has succeeded E. O. Engstrom in the interests of Fox, Fultz & Co. Mr. Dodds has taken up the northern, central and western section of the State and intends calling on the trade at regular intervals. He has been "on the road" for five years and has made many friends and hopes to make many more on his new route. He is now visiting the trade in the Hudson River section.

J. Foerster, who represents Sharp & Dohme in the New England States, paid a brief visit to the home office recently.

R. H. Thomas, widely known as traveling representative in the Southern States of James W. Tufts, soda water fountains, Boston, was a visitor to the city last week. He has only recently returned from a trip to Paris.

BOSTON.

C. H. Cawley has been doing a profitable canvass of this section, and orders for goods for the crude drug department of Parke, Davis & Co. continue to come in.

H. Leerburger, of Leerburger Bros., New York, has kept the orders for essential oils of his firm up to the usual pitch, as his last visit to the town has demonstrated.

D. B. Chandler, representing Mulhens & Kropff, has been the rounds, and orders for soap have been in the programme.

J. H. Heinman has just completed a successful tour in the Hub. He shows some fine novelties of the firm of A. A. Vantine & Co., of New York.

Louis P. Salazar has just finished his canvass of this town. He represents the firm of Lewys Chemical Co., of New York, most ably.

The cheery Rudolph Wirth still has a wide-open eye for business, and for E. Fougere & Co.

BUFFALO.

L. E. Treat, one of the best and most favorably known of the traveling salesmen in the drug trade, is with us again looking after the interests of the "red cross" house of Johnson & Johnson.

R. E. Service is doing the local drug trade this week, and doing it brown, as usual. When a traveling salesman has got the reputation of being a "king maker" in the State Association, and is enough at home in every store he visits to be called "Bob," he has about got there.

H. J. Fernald, who covers this district for the Rochester perfumery specialists, the C. B. Woodworth Sons Company, has been here once more and done the usual good bit of business.

The Ed. Pinaud perfumeries are this month represented by Thomas J. McHugh, who is spoken of by the local trade as a new man to this section, but who fills the bill every time for all that.

ROCHESTER.

The Jerolds Mfg. Co. were well represented here a few days ago by Walter Biddle.

A very fine line of vanilla beans, etc., were shown the druggists of Rochester a few days ago by Frank J. Roe, from David E. Green & Co.

Among the many pleasant representatives who called here recently was E. T. Green, for Mallinkrodt Chemical Co.

F. M. Duché & Sons were well represented here a few days ago by Cecil Jarvis.

The interests of Lehn & Fink are not neglected in this part of the State, for F. P. Hinkston is quite capable of attending to that portion of their business.

The growing popularity of the Empire State Drug Co. is very evident. Geo. B. McLeod reports having had a very prosperous business trip in northern New York, securing about thirty new stockholders and placing orders right and left. Mr. McLeod, believing in the old adage, "all work and no play makes Jack a dull boy," did not miss the opportunity of spending a day hunting, with the result that a fine pair of antlers may soon adorn his library.

John N. Guisard had become weary putting up "stickers," and when found by an A. D. reporter was just beginning to take a little new courage. "For," said he, "after asking about a dozen boys to assist me in my labors I have at last found one and will soon have the town 'stuck' on Major's cement."

Though the summer has long since ceased to charm and the autumn has just yielded to the first biting frosts of winter, the despoiler of the kissing bug, we do not complain. R. E. Service brings us greeting from John M. Maris & Co.

Frank L. Williams, so well and favorably known to the druggists in this part of the State,

has just been exhibiting his usual fine line of samples for the Tyer Rubber Co.

Boyd Thomas expects to be here for a month in the interests of the Mellin's Food Co. Mr. Thomas is an exceptionally agreeable man and is always a welcome visitor as well for his pleasing personality as for business reasons.

E. M. Barrett has just made a pleasant and profitable visit to this city in the interest of the Hodgman Rubber Co., of New York.

John J. Benson was in Rochester recently for the Crystal Soap Company, of Milwaukee, Wis. Mr. Benson went away well pleased with his success here.

W. P. Smith, who called on the trade in this city a few days ago for Thurston & Braidich, reports a very successful trip through this State and Canada.

To Adolph Stahl (suggested on seeing the card announcing his coming):

The Manhattan Drug Company's man
Has adopted a wonderful plan.

If the train goes to smash,

He's off with a dash

Down the track as fast as he can.

See the determined look on his face,

His diamonds, his legs, and his pace!

One would say at a glance—

And be taking no chance—

He's the right man in the right place.

PHILADELPHIA.

J. W. Johnson and C. W. McCormick, of Johnson & Johnson, of New Brunswick, recently visited us relative to placing an order for an automobile for their hustler, D. E. Bransome. Mr. Bransome could certainly use one of these vehicles to advantage for he covers the whole city very thoroughly, and an automobile would be a big saving in time to him.

E. D. Congdon, representing the Harshaw, Fuller & Goodwin Co., of New York, is calling on the wholesale trade here.

David E. Green & Co., of New York, have a very able representative here in C. W. M. Nicholls.

Rush B. Smith, president of the Peerless Mfg. Co., and manager for Hance Bros. & White, is confined to his home by illness.

W. Grobecker is here in behalf of E. C. Rich, of New York, and exhibited a large number of orders for confectionery.

E. R. Goss, a salesman for Aschenbach & Miller, of this city, has recovered from his recent attack of rheumatism and is about attending to his trade as usual.

John J. Moran is doing a big business in Royal Blue for O. Meara & Co., of Washington, D. C.

J. E. Brunner, who has been working through the State selling Dr. James' preparations, is now in this city and is sending some orders to his firm, at East Brady, Pa.

A. Short, who for years was chief clerk at J. J. Ottinger's pharmacy, at Twentieth and Spruce streets, has resigned to accept a position with the H. K. Mulford Co.

A. B. Willson, the resident agent for George Lueders & Co., of New York, has taken permanent quarters in the Drexel building, at Fifth and Chestnut streets. His business in Philadelphia has grown to such proportions as to demand this move.

Rudolph Wirth has just left us and appeared to be satisfied with his efforts for Fougere & Co. Charles Sawyer, of the same house, is here working the physicians, and Rudolph comes along and gathers the honey.

A. B. Hart, agent for Hunter's Baltimore rye, has been visiting friends in this city, and by his good fellowship is making this whisky known as a medicinal beverage.

Hall & Ruckel, of New York, are ably represented here at present by Mr. Kipp.

D. P. Winne Co., a New York Twine house, is ably represented here by H. Chipman.

Johnson & Co., of Norwich, Conn., have an agent here who reports a good business in witch hazel.

Eugene Ross, the representative of Johnson & Johnson, of New Brunswick, in the far East, has just returned from a trip to China and Japan and dropped off in this city to see his old friend, D. E. Bransome, the resident agent of Johnson & Johnson. Mr. Bransome is endeavoring to make arrangements to have Mr. Ross give a little talk at the Philadelphia College of Pharmacy relative to his trip, which, if successful, will doubtless be very interesting.

D. E. Bransome, G. E. Galton, E. Ross and A. Swisher, all of Johnson & Johnson, were seen in active conclave the other day, but whether their conversation pertained to the remarkable success achieved by Red Cross Cough plasters or some other subject dependent sayeth not.

CINCINNATI. Ben Newman, one of the best-known hustlers in the druggists' sundries line, was here last week.

James I. Gulick, the well-known Western representative of Ed. Pinaud, the perfumer, was here recently.

Local druggists received a call this week from Max Sheuer, a well-known New York hustler in the sundry line.

E. D. Kenfield, the well-known traveling salesman for Eastman's perfumes, was in Cincinnati this week taking orders.

C. D. Ripey, a clever representative of the Cutter-Tower Company, of Boston, was taking orders here last week.

F. A. Schlieper, representing Rieger, the California perfume maker, was in the Queen City recently taking orders.

CHICAGO. Carl Frisius has returned from a two months' trip to Kansas City and Denver, where he accumulated orders and alkali dust. He turned the former over to the Morley Drug Co.

D. B. Chandler, of Mulhens & Kropff, New York, is autographed at the Palmer House, where he has samples of the famous 4711 soaps and perfumes displayed. He has been selling soaps and perfumes for fifteen years.

Dr. P. Baxter, of Billings, Mont., has been here for the last week purchasing a drug outfit.

H. W. Medbury, who has sold goods in certain sections of the city for several generations, has been under the weather recently, but is back again at the old stand.

Edward Long, Chicago manager for W. J. Bush & Co., "ye oldest essence distillers," placed a \$50,000 order this week. This is asserted to be the biggest order in the essential oil line ever placed in the United States.

H. W. Walker, manager of the Hartt Mfg. Co., has gone on a business trip to Boston, New York and Philadelphia.

Frank Rogers, the oldest traveler on the pay roll of Searle & Hereth, was in town last week trying to find out how many of the staff were going to be left after the epidemic of weddings now prevailing had passed off.

W. D. Church, formerly with Parke, Davis & Co., but now of the firm of Church & West, Grand Rapids, Mich., was in town during the week.

ST. LOUIS. Chas. S. Roth has been employed as city salesman for the Pockels Drug and Paint Co. at Gravois and Jefferson avenues.

F. A. Spurr, representing Bauer & Black in the West, is spending a few days in this city visiting the retail trade, physicians, hospitals, etc.

Frank L. E. Gauss, local representative for the Searle & Hereth Co., of Chicago, has purchased a very handsome horse and buggy to utilize in his rounds among the trade.

B. Cuykendall, representing Eli, Lilly & Co. in this territory, has just returned from a trip down to Little Rock, Ark., and other points in that vicinity.

W. A. Meyer has taken the position as city salesman for the Niemeyer Drug and Paint Co., at 1434 South Broadway.

F. Rapp, city salesman for H. Black & Co., druggists' sundries people at Tenth and Locust streets, was thrown from his buggy a few days ago and seriously injured.

Wm. H. Lamont, who has been representing Eli, Lilly & Co. at this point for some time, has been transferred to Kansas City and placed in charge of that territory.



Review of the Wholesale Drug Market.

It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.

NEW YORK, Nov. 24, 1899.

Condition of Trade.

THE upward trend of the market is still a noticeable feature. The demand continues good, and the higher prices which prevail on most lines apparently have not interfered with their sale. Although jobbers are now pretty well stocked up and are disposed to show some conservatism in the matter of further purchases, it is believed on all sides that the volume of business for the remainder of the year will compare favorably with that of the corresponding period of previous years. As to the retail trade, the tendency has been to restrict purchases to the filling of immediate requirements only, and business from that source has fluctuated in volume considerably, being satisfactory for a week or two, and then falling off again for a similar period. Prices, as we have said, are firmer, and the bulk of the changes which we record below have been toward a higher range. We tabulate the more important changes and comment upon them fully in succeeding paragraphs.

HIGHER.

Buchu leaves.
Camphor.
Carbolic acid.
Picric acid.
Balsam tolu.
Cod liver oil.
Ergot (Spanish).
Belladonna leaf.
Haarlem oil.
Nitrate silver.
Menthol.
Coca leaves.
Senna leaf (Alexandria).
Naphthalene.
Lycopodium.
Nutmegs.
Oil sassafras.
Oil wintergreen.
Oil wormwood.
Cacao butter.
Ipecac root.
Golden seal root.
Hebore root.
Sarsaparilla root (Mexican).
Senega root.
Quicksilver.

LOWER.

Alcohol.
Cream tartar.
Balsam Peru.
Formaldehyde.
Acetanilid.
Oil bergamot.
Oil orange (sweet).
Arrow root (St. Vincent).
Hemp seed.

DRUGS.

Acetanilid is still irregular and unsettled, owing to active competition among manufacturers. A good inquiry is being experienced, the article finding day by day a more extended employment. The tone of the market is weak at 22c. to 23c.

Alcohol is passing out quite freely to consumers, and the market is easier, a reduction of 2c. per gallon having been made by the leading distributors. The range now stands \$2.40 to \$2.42 as to quantity, less the usual rebate of 2c. per

gallon. Wood continues to offer at 90c. for 95 per cent.

Aloin is firmer and tending upward, owing to the scarcity in aloes and improved inquiry. We quote the range at 40c. to 45c.

Arnica flowers continue in limited supply, and values are well sustained at 9c. to 10c. The reduced range quoted in "Original Package Prices" is an error, which was noticed too late for correction.

Balsams.—Copaiba, Central American, continues in demand, and with the supplies somewhat concentrated values are well sustained at the range of 40c. to 42c. and Para 45c. to 47c. Fir, Canada, is quiet but firm at \$2.20 to \$2.25; Oregon, 95c. to \$1.10. Peru is meeting with moderate inquiry, and values have eased off a trifle; quoted \$1.85 to \$1.90. Tolu is in better request, and under the influence higher prices have been obtained, or, say, 31c. to 33c.

Barks.—Angostura continues to offer at 6½c. to 7c., with sales reported at this range. Buckthorn shows no action of any consequence, jobbing sales at 4½c. to 5½c. Cascara sagrada is in moderate demand, and with the stock of increasingly smaller proportions owing to fewer arrivals, prices are well maintained at 5c. to 6½c., according to quantity and quality. Elm is jobbing at 10c. to 11c. Sassafras is in good seasonable request and quotations are steady at 8½c. to 9c.

Buchu leaves continue to advance in the face of increasing scarcity and demand due to the fear of a complete cessation of supplies. Short leaf is about out of market, and no strictly green leaves can be obtained; few sales are making at the increased range of 30c. to 33c. Long leaf is in very limited supply and the available stock is closely concentrated with 26c. to 28c. now quoted.

Calendula flowers are higher owing to scarcity in the primary markets; held at 60c.

Cantharides remain scarce and firm, with the available supply under good control. Lower prices than 54c. for Russian are the exception, and Chinese does not offer below 45c. The import cost is nearly up to the level of spot quotations.

Chamomile flowers are in better request, and the range of prices is slightly higher, or, say, 25c. to 35c. for German and 14c. to 20c. for Roman.

Coca leaves, Truxillo, are offered less freely, and holders now quote 29c. to 30c.; Huanuco held at 30c. to 32c.

Cocaine is not quotably higher, but holders are firm in their views owing to a slight stringency in the supply. One manufacturer has already advanced the price to \$6.25 "without offer."

Cod liver oil, Norwegian, is in good seasonable demand, and prices are firm at the range of \$26.00 to \$27.00, according to brand. The stock abroad is reported small and in firm hands. Supplies here are held with increasing firmness.

Colocynth apples remain quiet, but there is a fair business passing in a jobbing way at 38c. to 40c. for Trieste; ordinary, 40c. to 45c. for selected, and 16c. to 17c. for Spanish.

Cuttlefish bone is held with increasing firmness and it is difficult to shade 20c. for prime Trieste.

Cubeb berries are inactive, but there is no pressure to realize below 6c. to 8c. for whole and 10c. to 12c. for powdered.

Ergot, Spanish, continues in very firm position in view of scarcity, and recent transactions have been at 75c. to \$1.00. German continues to offer at 55c. for prime quality.

Haarlem oil has advanced in the primary market, and prices are firmer here in sympathy, quotations having been advanced to \$3.00 for corked bottles and \$2.50 for skin stoppered.

Juniper berries, new crop, offer freely at a slight decline from the previous range, or, say, 2c. We hear of some large sales at this figure.

Lycopodium has developed a firmer tendency, and ordinary marks do not offer below 43c., while Polits commands 47c.

Manna is in fair demand with the current range at 50c. for large flake, 30c. for small flake and 25c. for sorts. Stocks are smaller and the tendency is upward.

Menthol continues in demand, and with prices advancing in the Yokohama market and supplies here under good control, offerings are made with some reserve at \$2.80 to \$3.00.

Nux vomica has attracted some attention since our last, and is in better position at a slightly higher range of prices, or, say, 2½c. to 2¾c.

Opium is without important change. The demand continues very light, and such sales as are passing seldom exceed, jobbing lots, for which \$3.15 to \$3.50 is paid as to quantity. Quotations on case lots are steady at \$3.10½ to \$3.12½ and powdered \$4.00 to \$4.15 as to test and quantity.

Quinine has not changed materially during the interval, but the market is characterized by a steady undertone, and domestic brands are well maintained at 29c. to 30c. B. & S. quoted 27c. to 28c. Second hands offer desirable parcels of both domestic and foreign at the same range of prices.

Vanilla beans continue to offer at \$10.00 to \$13.75 for whole Mexican, \$8.25 to \$8.50 for cut, and \$4.50 to \$9.00 for Bourbon, with a moderate jobbing business reported.

DYESTUFFS.

We have no new developments to report in the general line of dyestuffs. The distribution into channels of consumption continues of fair average proportion without any surface indication of weakening in values. Cutch is held and selling at 5c. to 6c. for bales, and 6c. to 10c. for boxes. Nutgalls, Chinese, are firmer and held at 16c. to 16½c.

CHEMICALS.

Alum is held at the previous range of \$1.75 to \$1.85 and \$1.85 to \$1.95 for lump and ground, respectively.

Ammonia carbonate is maintained in firm position in the face of a good consuming demand and small stocks; quoted 8½c. to 8¾c.

Bleaching powder is in light supply, and the market is firm at 2½c. to 2¾c. for U. A. Co. brand and 2c. to 2½c. for other brands.

Boric acid is finding a good consuming outlet with the current business within the range of 10½c. to 11c., and 11c. to 11½c. for crystals and powdered, respectively.

Carbolic acid has advanced in the London market owing to an increased demand since the outbreak of the Transvaal war, and values are firmer here, with holders somewhat reserved in their offerings at 18c. to 19c. for crystals in bulk, and 24c. to 25c. in pound bottles. Whether the demand for the acid is due to its use as a disinfectant and antiseptic by the medical department of the army, or as the source of picric acid, which, it is understood, is the chief constituent of lyddite, the new explosive used by the British army, is not definitely known, but it is a fact that the consumption of the acid has increased materially since the outbreak of the war.

Chlorate of potash continues in demand and the market appears well maintained at 9½c. to 9¾c. and 9½c. to 9¾c. for crystals and powdered, respectively.

Citric acid is in moderate request, and the market appears well sustained at 35c. to 35½c. for barrels and kegs, domestic manufacture; Sicilian offers a shade lower, or, say, 34½c.

Cream of tartar prices are being revised by the manufacturers, who now offer quantity lots of crystals at 22c., and powdered at 22c. Prices on cream tartar are controlled almost entirely by the manufacturers, and such changes as occur from time to time are announced by them. It is an article that is not handled to any extent by second hands. The present reduction in price is said to be due to a weakness in the price of crude material.

Formaldehyde is generally quoted lower, and offerings are free. A warning has been expressed by one of the leading chemical houses in regard to the quality of some of the formaldehyde which is finding its way into the market, and it would be well for purchasers to make rigid tests in all cases to determine the strength and quality of the article they propose to purchase before the transaction is completed. The common quotation in the local market is 16½c. to 17c.

Naphthalene is in firmer position and prices have been advanced by the manufacturers to 2½c. for both balls and crystals.

Nitrate of silver has been marked up by the manufacturers; the inside price is now 1c. higher than previously quoted, or, say, 40c. for lots of 1,000 ounces; for less quantities 41c. to 41½c. is asked.

Nitrate of soda is in steady position at unchanged prices; parcels to arrive are quoted \$1.70 to \$1.72½, and future shipments \$1.65 to \$1.67½.

Picric acid is in reduced supply and values are correspondingly firm, with 26c. to 28c. now quoted.

Quicksilver has been advanced in the London market to the range of \$50.50 per flask, in large lots. We quote the range in a jobbing way at 67c. to 68c. per pound. The price of the pharmaceutical preparations of mercury is as yet unchanged.

Saltpetre is in light supply, and values are firmer at a slight advance; quoted 3.85c. to 3.90c.

ESSENTIAL OILS.

Bergamot remains quiet and with supplies coming forward; values have eased off a trifle, and \$1.85 to \$2 is now the quoted range.

Camphor is firmly maintained at the recent advance to 9c. to 12c. The tendency is distinctly upward, and higher

prices may yet be looked for. The factory of McKensie Bros., at Hiogo, Japan, was destroyed by fire in the latter part of last month, and as this firm are probably the largest holders in the world of camphor oil and its bi-products, prices on all grades of camphor oil and artificial oil of sassafras are likely to be affected.

Citronella is in fair demand and firmer, though prices are quotably unchanged.

Clove is in firm position and prices are well sustained at 52½c. to 60c., as to quantity.

Geranium has been advanced in price by local holders, owing to reports of the failure of the Turkish crop, and \$2.25 to \$3.25 is now quoted, as to quantity, the outside figure being for fancy grade. Algerian rose geranium continues to offer at \$4.75 to \$5.50.

Pennyroyal is dearer and recent sales have been at \$1.35 to \$1.40.

Sassafras, artificial, is passing out quite actively, and manufacturers are firm in their views at 38c. Saffrol is higher in sympathy with the natural oil, and 45c. to 50c. is now quoted.

Wintergreen is in firm position, and we have to note a further advance, nothing now offering below \$2.50.

GUMS.

Aloes, Cape, are about out of market, and quotations are merely nominal. Holders of curacao name 4½c. to 5c., but buyers are only operating to the extent of the immediate needs.

Camphor has been advanced by domestic refiners to the range of 51c. to 51½c. for barrels and cases; ounce packages 53c. The price of crude continues upward, and the tone of the market for all varieties of camphor and its products are very firm. The demand continues of average proportions despite the continued advance in prices.

Kino is maintained at 90c. to 95c., and offered more freely.

Mastic, myrrh, olibanum and sandrac remain as previously quoted. The current transactions are mostly in a jobbing way for small account.

Tragacanth is held at full previous prices, and the tone of the market is firm.

ROOTS.

Aconite has been sold to some extent for future delivery at the range of 16c. to 16½c.

Calamus is in good seasonable demand and held firmly at 7c. to 8c.

Dandelion, German, is passing out in moderate quantity at 9½c. to 10c.

Ginseng is held at full recent limits. Northern being quoted at \$4.50 to \$5.25 and Southern \$2.70 to \$3.

Golden seal is in request, and recent sales were on the basis of 60c. to 70c.

Ipecac has been marked up another fraction and continues firm with \$3.65 to \$4 now the range.

Sarsaparilla, Mexican, is held higher for export, and the revised quotation is 8½c. to 9c.

SEEDS.

We have few changes of importance to report in the general line of druggists' seeds, either as regards price or demand. Beyond slight fractional changes in the prices of decorticated cardamom, Russian hemp, brown mustard, blue poppy and German rape, no important fluctuations are announced.

Hints To Buyers.

The Diamond Dye ribbon book contains many bright suggestions for the utilization of ribbons. Copies can be obtained for free distribution by writing to the Wells, Richardson Co., Burlington, Vt.

A handsome window sign in ten colors is offered to the drug trade, free of charge, by Wells, Richardson & Co., Burlington, Vt., manufacturers of Diamond Dyes. Write them for particulars, mentioning this journal.

Druggists who want to purchase job lots in bottles suitable for putting up the common drugs for country store trade, should write to Henry Allen, 138 William street, New York City, and ask for information on "morgue" goods.

One of the most welcome holiday presents which could be made to a druggist would be a copy of the new eighteenth edition of the U. S. Dispensatory, which has just been published by J. B. Lippincott Co., Philadelphia, Pa.

Magnus & Lauer, 4 Cedar street, N. Y., have a line of essential oils which they guarantee to give complete satisfaction both in the matter of quality and of price, and on these they will be pleased to furnish quotations to our readers.

Parke, Davis & Co. have just issued a very handy "Physicians' Manual" of the products of their laboratories. Druggists and physicians who have not yet received a copy of this should write immediately for one to the Detroit house.

One of the most artistic and valuable reference lists on toilet soaps ever placed before the retail drug trade can be obtained by applying to the Allen B. Wisley Co., Chicago, Ill. In writing them please mention the AMERICAN DRUGGIST.

Druggists who have no copy of Hance Bros. & White's new catalogue on their shelves should write at once to the main office, in Philadelphia, for a copy, for it contains many matters of interest which it would pay the pharmacist to investigate.

In this era of elegant pharmacy, appearances count for a great deal, and no more elegant finish for a bottle can be obtained than that given by the metal bottle caps made by the John J. Croke Co., New York City, who would be pleased to furnish specimens and quotations to our readers.

Druggists who are interested in procuring the best results in perfumery at the lowest possible cost, should write to Fries Bros., 92 Reade street, New York City, for their pamphlet of formulas on synthetical perfumes, which will be sent free if the AMERICAN DRUGGIST is mentioned when writing them.

Dr. Robert C. Kenner, of Louisville, has recently reported a number of cases of pruritus vulvae which he has treated most successfully with Chiolin, applied

topically. By addressing the Hope Chemical Co., Chicago, Ill., much interesting literature may be obtained concerning the uses of this preparation.

The fair-minded members of the trade who wish to give honest men their due, should remember that Beeman was the original pepsin gum man, and it was to his advertising that the popularity of pepsin gum was due. Consequently, when buying Beeman's pepsin gum the dealer is sure of his ground and is buying the original.

Micajah & Co., Warren, Pa., will be pleased to send literature to our readers on their medicated uterine wafers, which have had a tremendous sale, and which are constantly growing in popularity. If you will send this company a list of your physicians they will forward to the addresses given free samples and literature mentioning your name.

Chr. Hansen's Laboratory, box 1100, Little Falls, N. Y., have in their Junket Tablets a preparation which is a quick seller, gives customers satisfaction and yields druggists a good profit. Write to the laboratory for a specimen of their dainty booklet on junket desserts, which they furnish to the druggist for gratuitous distribution.

One of the first requisites for a nice store is brightly polished showcases. Nothing has been found better for polishing showcases, soda-fountains, etc., than the "Barkeeper's Friend," made by Geo. Wm. Hoffman, 295 East Washington street, Indianapolis, Ind., who will forward a free sample to correspondents mentioning this journal.

The Heyman Co., 55 to 61 Canal street, Grand Rapids, Mich., make a line of showcases which show in their construction the greatest skill and knowledge operating under the best advantage. Their products are up-to-date, and their line of combination counter showcases is especially complete and suitable for the drug trade. Write them for catalogue, mentioning this journal.

The Hillside Chemical Co., Newburg, N. Y., proprietors of Terraline, adopted a new style package for their preparation on August 15, which is illustrated in fac-simile on page 28 of this issue. Druggists should insist upon getting packages in this style of carton when ordering new supplies. The manufacturers will be glad to furnish literature concerning Terraline to applicants who mention this paper when writing.

The druggists' dispensing coat which is made by Hirsh, Frank & Co., 83 North Third street, Philadelphia, is the neatest possible coat for use at the dispensing counter or at the soda-fountain, and it saves its own cost many times over, besides looking much neater than more expensive clothing. Write the manufacturers at the above address for quotations and samples of the cloth used, mentioning the AMERICAN DRUGGIST.

Dr. Lake's thin antiseptic rubber finger cots have proven very popular indeed among amateur photographers and among pharmacists who have some re-

gard for the appearance of their hands. In making preparations which contain aniline colors or the iron salts, the fingers can readily be protected by the use of these cots and all staining avoided. Write for samples to the Huron Rubber Co., Cleveland, O., mentioning the AMERICAN DRUGGIST.

The representatives of American enterprise and industry in the drug trade in London are Burroughs, Wellcome & Co., whose special line of preparations, including tabloids, has won a world-wide reputation, both for themselves and for Anglo-American pharmacy. Our readers should write to their American offices, care of Fairchild Bros. & Foster, 2 Duane street, New York City, mentioning this journal, for a catalogue of their preparations.

A good 50 per cent profit is given the druggist in Hamlin's Wizard Oil. This article has been on the market many years. The goods of this concern are made to sell by novel and effective advertising, and the dealers are kept supplied with attractive advertising matter of a most varied character. For samples of this matter and terms upon their goods, our readers should address Hamlin's Wizard Oil Co., Lake and LaSalle streets, Chicago, Ill.

Babies come at all seasons of the year, and therefore Arnold sterilizers are always in season. The question of sterilization has gotten far past the experimental stage, and all who resort to artificial feeding must realize the necessity of careful sterilization. Wilmot Castle & Co., 28 Elm street, Rochester, New York, the manufacturers of the Arnold Sterilizers, would like to send to our readers their latest prices and supplies of their latest show-cards, which are very attractive.

Theodor Leonhard, Paterson, N. J., has been engaged in the manufacture of beeswax for forty-seven years, and by conscientious and scientific study has been enabled to produce the best possible results in the preparation of pure beeswax, whether bleached or natural. Beeswax is an article which can be bought as cheaply as the buyer may choose, but if the buyer wishes to get a pure article and get his money's worth at the same time, he cannot do better than to specify Leonhard's.

Jas. A. Hearn & Son, West Fourteenth street, New York City, have set an example well worthy of emulation by all department stores. They handle no drugs, no liquors and no groceries, but they do handle everything in dry goods, and they merit and hope to receive the patronage of druggists who now have an opportunity to give a practical demonstration of their approval of the policy pursued by this firm. Our out-of-town readers should write them for a catalogue, mentioning the AMERICAN DRUGGIST.

By long and careful attention to one particular branch of the drug business, D. Needham's Sons, Chicago, have been enabled to prepare a specialty which is in its line beyond criticism. This is a good season of the year to push a blood-purifier, and there is no remedy more potent, and at the same time more harm-

less, than red clover for this purpose. D. Needham's Sons' Extract of Red Clover Blossoms is not a patent medicine, but simply the pure extract of the red clover. It is a preparation that a druggist can always push.

Coca Wine.

Mariani's wine of coca, introduced to the profession more than thirty-five years ago, continues to be indorsed and upheld by all who subject it to thorough test. It certainly merits the attention of practitioners who may have not considered coca in its true light, or who may have become prejudiced.

Mariani's coca can be conscientiously recommended; its adoption into practice as an adjuvant in treatment of the innumerable cases where an absolutely reliable tonic, effective but mild stimulant is indicated, will, it is claimed, render more assistance than any drug or medium known to therapeutics.

Its field of usefulness will gain for coca in the form of a reliable preparation, as great, or, if possible, even a greater reputation in the future than it enjoyed at the time of the Incas.

Not Sold to Cutters.

Bristol, Myers Co., New York, direct the attention of the drug trade to their "Clinton Cascara Active," an agreeable and highly active preparation, the sale of which is confined exclusively to the legitimate drug trade, it not being allowed to get into the hands of either cutters or department stores. The preparation is one which yields a liberal margin of profit, and druggists should write to the manufacturers for details concerning it.

A Convenient Motor for Laboratory Work.

A recent number of the Berlin "Apotheker Zeitung" contains (1899, No. 82) a lengthy article on the "Pelton Water Motor and Its Usefulness in the Pharmaceutical Laboratory." This motor is of American origin, being the invention of an engineer of San Francisco, by the name of Pelton. It is stated that on account of its great economy in operation it is particularly well suited for conducting operations requiring only a small expenditure of energy, and that at irregular periods.

Through Cars to the South.

It is announced that, commencing December 10, 1899, the Southern Railway Co. will operate through train service over its own line via Columbia, Perry, Blackville and Allendale, S. C., into and out of Savannah, Ga.

Commencing that date its through car service will be operated in connection with the Plant System south of Savannah, Ga., and the Florida East Coast Railway, to and from points on the East Coast of Florida, with direct connection to and from Key West, Fla., Havana, Cuba, and Nassau, N. P., via Miami, Fla., in connection with the Florida East Coast Steamship Line; and, in connection with the Plant System south of Savannah to and from other points in Florida, including points on the West Coast, with direct connection to and from Key West and Havana, via Tampa,

Fla., in connection with the Plant Steamship Line.

Prophylaxis of Gonorrhoea.

Dr. F. Bierhoff, in a recent issue of the "Philadelphia Monthly Medical Journal," writes most strongly in commendation of the use of Protargol solutions in the strength of twenty parts of Protargol; twenty parts of glycerin and sixty parts of water. The author recommends the introduction of two or three drops of the solution into the meatus and upon the frenum, as a means of preventing the contraction of gonorrhoea. Protargol is one of the products of the Farbenfabriken of Elberfeld Company, whose American office is at 40 Stone street, New York City.

Two New Antikamnia Tablets.

The Antikamnia Chemical Co. has just placed on the market two combinations which meet an indication often needed in practice, namely, combinations of antikamnia with a laxative and with quinine. The antikamnia laxative tablets, each of which bears the monogram "L. A. K.," are intended to cure the constipation so often attendant upon febrile conditions, while the combination of antikamnia and quinine is available where it is desirable to introduce an anti-periodic.

Druggists who have not seen the new tablets should write to the Antikamnia Chem. Co. for samples and literature.

White Mahogany Cabinets While They Last.

We still have a few more left of the druggists' cabinets made of white mahogany. It was by chance that this wood was secured by our cabinet-maker at a price low enough to enable us to furnish these cabinets to dealers. You had better write at once for our liberal terms and inducements, and a photograph of the cabinet. Address the Humphreys' Homeopathic Medicine Co., New York.

To Los Angeles and Southern California.

Every Friday night, at 10.35 p. m., a through Tourist Car for Los Angeles and Southern California leaves the Chicago, Milwaukee & St. Paul Railway Union Passenger Station, Chicago, via Omaha, Colorado Springs and Salt Lake City, for all points in Colorado, Utah, Nevada and California.

In addition to the regular Pullman porter, each car is accompanied by an intelligent, competent and courteous "courier," who will attend to the wants of passengers en route. This is an entirely new feature of tourist car service, and will be appreciated by families or by ladies traveling alone. Particular attention is paid to the care of children, who usually get weary on a long journey.

These tourist cars are sleeping cars, supplied with all the accessories necessary to make the journey comfortable and pleasant, and the berth rate (each berth will accommodate two persons) is only \$6 from Chicago to California. Ask the nearest ticket agent for a tourist car folder, or address Geo. H. Heafford, General Passenger and Ticket Agent, Chicago, Ill.

Stearns Supported by the Courts.

J. J. Kearney, president of the Stearns' Electric Paste Co., has issued the following notice to the drug trade: "Adolph Cremieux, who has been selling Climax Roach Paste, also Phoenix Roach Paste at various prices, in direct violation of a permanent injunction granted by the Circuit Court of Cook County, April 30, 1894, was found guilty of contempt of court November 13, 1899. The enclosed is a copy of the order as rendered. It will become plain to you from the nature of these proceedings that the many malicious statements made to the trade by the said Adolph Cremieux regarding the Stearns' Electric Paste Co. were absolutely false. We beg to state that the stand we have taken against him is a matter of simple law and justice.

"Stearns' Electric Rat and Roach Paste is a profitable article for you to sell, and is being constantly advertised for the benefit of druggists. As an exterminator for rats, mice, cockroaches, etc., it is positively guaranteed. The goods are exempt from the stamp tax. We fully appreciate the value of your patronage, and trust that now the enclosed copy of the order from the court having been brought to your notice, that you in turn will appreciate our position and will extend to us a liberal share of your patronage."

Following is the copy of decree referred to:

State of Illinois, County of Cook, ss.
IN THE CIRCUIT COURT OF COOK COUNTY.

Stearns' Electric Paste Company, et al., vs. Adolph Cremieux.

No. 117,000.

On this day comes on to be heard this cause, upon the motion of the complainant, that the defendant, Adolph Cremieux, be adjudged guilty of contempt of this court for violating the injunction herein entered against him, by entering into the making of an article to be used for similar purposes as is Stearns' Electric Paste.

And upon the report of the master relating thereto, and upon the exceptions of the defendant to the report of said master.

And the defendant being here present in court in his own proper person and by his solicitor, and the court having heard the argument of counsel and being fully advised in the premises, doth order, adjudge and decree,

First. That the exceptions of the defendant and each of them to the report of the master be and are hereby overruled.

Second. That the master's report be and hereby is confirmed.

Third. And the court finds that the said defendant, Adolph Cremieux, has been during parts of the years 1898 and 1899 participating in the manufacture of a paste similar to Stearns' Electric Paste, to be used for similar purposes, called Climax Paste, and that the said defendant, Cremieux, has sold said Climax Paste quite extensively to druggists on the north, west and southwest parts of Chicago; and the court further finds and adjudges and decrees that the said Adolph Cremieux has violated the injunction heretofore entered in this court, and is guilty of contempt of court.

Fourth. And it is further ordered, adjudged and decreed that the said defendant, Cremieux, be imprisoned in the county jail for the term of ten days.

Fifth. It is further ordered, adjudged and decreed that the said defendant, Cremieux, pay all costs of the proceedings for contempt against him in this court in this case, and that in default thereof he be committed to the county jail and imprisoned in said county jail until said costs are paid.

Sixth. And it is further ordered, adjudged and decreed that the sheriff of this county take the body of the said defendant, Adolph Cremieux, convey it to the county jail, and that he there detain and imprison and safely keep the said Adolph Cremieux for the term of ten days, and that he, the sheriff, further detain and imprison the body of the said defendant, Adolph Cremieux, in the said county jail, until said costs of this proceeding for contempt against him, the said Adolph Cremieux, be paid and discharged in full, or until discharged by due process of law.

November 13, 1899.

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A CENTURY EDITION.

THE AMERICAN DRUGGIST will commemorate the close of the Nineteenth Century by the publication in March, 1900, of a great CENTURY EDITION devoted to a series of masterly historical and critical reviews of the century's progress in the various departments of pharmacy and the drug trade. The most eminent authorities in America will prepare the scientific articles, and the trade aspects of the drug business will be reviewed by the leaders in the several branches of the drug and allied trades. The character of the matter and the standing of the contributors positively assures a wide and interested audience for the AMERICAN DRUGGIST'S CENTURY EDITION. This number will not only be carefully read, but will be filed away for future reference by all who receive it.

THE PHARMACOPOEIA: This, which will be the leading article, will embrace a study of our own and other pharmacopœias, and of the several methods of pharmacopœial revision followed in different countries. The history of our own Pharmacopœia will be thoroughly studied and the several decennial pharmacopœial conventions will be described.

BOTANY: This subject will be subdivided as follows: Systematic Botany, including sketches of American botanists, and of their work in nomenclature, classification, etc.; Structural Botany, including particular reference to work in this line by Americans; The Use of the Microscope in Pharmacy, including references to the general subject of drug and food examinations by the microscope; Medicinal Plants, including historical sketches of leading American drugs.

THERAPEUTICS will be treated in a general review of the changes which have come about in the study of therapeutics, with particular reference to the improved methods of studying physiological action as contrasted

with the empirical therapeutics which prevailed at the opening of the century.

CHEMISTRY will be subdivided into Theoretical, Pharmaceutical, Analytical and Industrial Chemistry. Under this head will also be treated special subjects, such as the industrial and commercial history of quinine and morphine, the chemistry of the essential oils, etc.

PHARMACY will be treated under the following special heads: Galenical, Manufacturing, Dispensing, Homeopathic, Serum and Veterinary pharmacy.

EDUCATION: This article will be general in its character, reviewing the life history of the Colleges of Pharmacy, and giving a summary of the present status of pharmaceutical education.

LAW: The relation of the pharmacist to the law will be considered in a broad way; the initiatory movements which led to the enactment of pharmacy laws in the several States will be treated of; the question of pure food legislation and its bearing upon pharmacy will be discussed, and an outline of an ideal pharmacy will be presented.

LITERATURE: A general resumé of American contributions to pharmaceutical literature in its permanent form will be treated, and a number of interesting data concerning early American contributions to the science of botany and chemistry will be given.

JOURNALISM: Pharmaceutical journalism in America will be reviewed, and many personal reminiscences of pharmaceutical journalists will be published, together with the portraits of Americans who have won distinction in this field.

THE TRADE FEATURES of pharmacy will be treated of by leaders in the several branches of trade connected with pharmacy, such as druggists' sundries, druggists' glassware, druggists' rubber goods,

the soda water industry, the cigar in the drug store, etc., etc.

The historical reviews will cover the entire range of pharmacy, and be complete without being tedious. This great CENTURY EDITION will mark an epoch in the drug trade of America, and will be full of the highest kind of Americanism showing the achievements of the citizens of the United States, and their important bearing upon the progress and development of Pharmacy both from its scientific and from its trade aspects.

Our readers may confidently look forward to a rare treat in this edition. To advertisers, the edition will offer an unparalleled opportunity for bringing their products in a prominent and permanent manner before the drug trade of Greater America, for copies will be sent to the entire wholesale drug trade of both South and North America, and of all the new dependencies of the United States, as well as to every retail druggist within our borders.

THE USE AND ABUSE OF CREDIT.

WHAT is known in the commercial world as credit has developed from a merely personal accommodation into a fully recognized business transaction, and the rules for the granting of proper credit are well defined and understood throughout the larger financial world. A system of credits has not only the advantage of convenience, which is no inconsiderable one, but it may be looked upon as a means of practically enlarging one's capital, and where properly utilized results in a corresponding increase in profits. While a system of credits is firmly established in almost every branch of trade, it has after all nothing more as a foundation than the confidence of one man in another. In seeking credits, therefore, it is only reasonable that the man asking the favor, for, notwithstanding the widespread usage it is still a favor, should be prepared to make such showing of his financial condition that the existence of this confidence may become a possibility in his particular case. Neither is it just or equitable to expect the merchant to give up his goods, receiving nothing in return but a mere promise of payment, until he has learned sufficient regarding the responsibility and reputation of his customers to make him feel reasonably secure against loss.

In the face of facts so self-evident, it is surprising to hear occasionally of retail druggists, who, of necessity, are men of intelligence, who resent with indignation the simplest inquiry into their affairs. They consider questions of this character as a reflection on their honesty. They forget that if honesty, of itself, were a negotiable commodity, the world would

be full of millionaires. This mistake occurs most frequently with the young man just assuming the dignity of proprietorship. As his business experience increases, and after he has tasted the bitterness of promises unfulfilled and contemplations, with sadness perhaps, a list of accounts he knows will never be paid, he realizes the unfairness of the position he once maintained. He can then appreciate, what unfortunately has been demonstrated many times, that credit has certain negative qualities—that although a blessing when used judiciously, when abused either in buying beyond reason, or selling when it is not safe it is a curse and will lead to ultimate and complete ruin. It is not discreditable for the druggist to ask for credit, but if he does so he must be prepared to make a full and fair statement of his affairs to those of whom he asks it. In like manner he is entitled to know something of the resources of those who ask credit of him though here the character of the individual is of more consequence than a bald statement of his resources.

DRUGGISTS NOT LIABLE FOR MALPRACTICE.

AN important decision affecting the liability of druggists for injuries received by patients treated by them was rendered by Justice MacLean in the Supreme Court of the State of New York recently in the case of Roth vs. Arnemann & Behrens. The plaintiff, a butcher, brought suit against the defendants, a drug firm engaged in business at No. 570 Fifth Avenue, New York city, to recover damages to the amount of \$10,000. The plaintiff alleged that he had received a cut on his left thumb and went into the defendants' drug store to have it treated. A clerk was in the store, who bandaged the wound and handed him a small bottle labelled "carbolic acid," with instructions to keep the bandage wet with the contents of the bottle. Roth averred that he put five or six drops of the acid on the bandage, with the result that the wound became inflamed and blood-poisoning set in, and the thumb had to be amputated.

The dismissal of the complaint was secured on the claim that druggists and pharmacists were not permitted, under the laws of this State, to practice either surgery or medicine, that it was not the duty of the plaintiff to have gone to a drug store for treatment, but to a qualified physician and surgeon, and that if any action could be maintained in this case, it would only be against the clerk.

The decision is one of great importance, as it offers protection from annoyance in cases where the druggist has been compelled to act in an emergency as a surgeon. This emergency work is at best

a most thankless task, and one for which the pharmacist never receives adequate compensation, and it will be a relief to know that in obeying the dictates of humanity he is at least not incurring any civil liability.

THE MATTER OF CIRCULATION.

IN taking contracts for the special issue of the AMERICAN DRUGGIST, published on Oct. 18, advertisers were assured that that issue would have a circulation of 25,000 copies. The following letter will be of interest to our advertisers as showing, first, that at all times the AMERICAN DRUGGIST is willing and able to prove its assertions, and, second, that no attention should be paid to the unsupported statements of parties interested in belittling the circulation and influence of the AMERICAN DRUGGIST as an advertising medium.

G. P. Engelhardt Co., City.

Gentlemen: Mr. Romaine Pierson, representing the AMERICAN DRUGGIST, called on us relative to a statement made by Mr. Brackett, in your employ, concerning the circulation of the Oct. 18, 1899, issue.

Your Mr. Brackett called on our Mr. Keeling and stated to him that the issue in question did not exceed five thousand in number, and stated he could prove the fact.

The writer having an "ad" in the AMERICAN DRUGGIST, called Mr. Pierson's attention to the statement, and he called here to-day with proofs to the effect that the circulation in question was 25,000.

At the time Mr. Brackett made his assertion, Mr. Keeling said, "Can you prove it?" and he replied, "Yes, I can." The writer would be glad to have Mr. Brackett meet Mr. Pierson at our place of business at any time convenient to him, when Mr. Brackett can furnish satisfactory proof of the correctness of his statements. Should he not do so, I can only infer that his statements were made at random and were wholly unauthorized.

The writer can scarcely believe a man would make so emphatic a statement without having some basis for making it. Mr. Pierson asked Mr. Brackett to go with him to our place of business, but he declined to do so.

Yours respectfully,
(Signed) HUMISTON, KEELING & Co.
Chicago, Dec. 5, 1899.

In justice to Mr. Engelhardt it should be stated that when this matter was called to his attention by a representative of the AMERICAN DRUGGIST, he expressly disclaimed any responsibility for the statement of his employee, Mr. Brackett.

A Single Number's Worth.

I take great pleasure in stating that I get \$1.50 worth of information out of each single number, and if the remainder of your subscribers feel as I do, they ought to be legion.

P. J. TORMEY.
San Francisco, Cal., Nov. 16, 1899.

Revision of the Pharmacopœia.

A SUGGESTION FOR THE COMMITTEE.

The Preparation of Ointment of Yellow Mercuric Oxide.

Best Made From the Freshly Precipitated Mercuric Oxide—The Choice of Vehicle—Ointment Base of the Pharmacopœia Unsatisfactory—The Keeping Qualities of the Ointment—A Satisfactory Formula.

BY PROF. J. W. STURMER, *Purdue School of Pharmacy.*

(Written for the American Druggist.)

THE Pharmacopœia of the United States, though not intended as a didactic work, yet teaches, by example, many valuable lessons in pharmaceutical operations and methods. In fact, a course in practical pharmacy could be taught with the Pharmacopœia of 1890 as the sole text-book; and it would surely surprise many druggists to find how small would be the supplement necessary to make the course complete. But the very fact that the working formulas are, as a rule, so correct, and so explicit, and so well adapted to serve as examples, renders all the more conspicuous the few cases in which the directions are manifestly inadequate. One of these cases will be considered in this paper.

Do Pharmacists Know How to Prepare This Ointment?

In an article on Ointment of Yellow Mercuric Oxide, published in a medical journal about a year ago, it was stated that pharmacists do not, as a rule, know how to prepare this ointment properly. That the opinion is quite generally held by oculists is proven by the fact that a certain firm in Cincinnati has succeeded in establishing quite a mail-order business, and furnishes this ointment to eye specialists in places quite remote from Cincinnati. This is really remarkable, considering that the ingredients are not a secret, the only claim of the firm being that the yellow mercuric oxide in their preparation is properly incorporated.

When First Used in Eye Practice.

Yellow mercuric oxide was first used in eye practice in 1849. Pagenstecher's formula for the ointment, the forerunner of most of the latter-day formulas, appeared in 1856. The ointment was introduced into the United States Pharmacopœia in 1870, since which time neither the composition nor the process has undergone alteration, although many good suggestions have been offered, and a number of papers on the subject have appeared in the pharmaceutical and in the medical press. The inference that a formula which was left untouched by two pharmacopœial revision committees must needs be perfect, is erroneous in this particular case.

The Official Ointment Too Strong.

The official ointment of yellow mer-

curic oxide contains 10 per cent. of the oxide—a strength commonly used thirty years ago. But it has since been found by experience that a 10 per cent. ointment is too strong, and that a 2 per cent. to 4 per cent. preparation gives (except in special cases) far better results. The official ointment (lard and yellow wax) which the Pharmacopœia directs as a fatty vehicle, is also objected to; mainly, because of its tendency to incipient rancidity, in which condition it is irritating, and hence unfit for an eye ointment; secondly, because the oxide, mixed with the official vehicle, more quickly undergoes reduction (the ointment changing from yellow to olive green) than when certain other fats are used. But suppose the vehicle were unobjectionable, and the strength the one desired, would the ointment then prove satisfactory? That would depend upon the degree of subdivision of the yellow mercuric oxide, and the thoroughness of its incorporation. The oxide is not crystalline, but amorphous. However, in the dry state it exists in form of small, compact granules, which are reduced to an impalpable powder with difficulty. But if pulverization be incomplete or insufficient, the ointment will prove irritating, and unfit for use. In fact, this requisite, that the oxide be very finely subdivided, is the principal one—the one which the pharmacist can afford least to overlook. In view of this fact, ought not the Pharmacopœia give very explicit working directions? Ought there not also be a standard for subdivision, as in case of mercurial ointment? It is fully as practicable, and really more necessary. In want of such a standard should there not, at least, be a statement calling attention to the very great importance of thorough subdivision? And what do we find? The stereotyped directions, given also under sulphur ointment, nutgall ointment, and all other ointments in which an insoluble solid substance is to be incorporated; the directions, to "rub (the yellow mercuric ointment) with the ointment gradually added, until they are thoroughly mixed." Now, an ointment is generally considered "thoroughly mixed" when it has a uniform color, and appears homogeneous to the naked eye. This interpretation does not, however, insure a serviceable ointment of yellow mercuric oxide. Any statement which is naturally and generally misinterpreted, is equal to an erroneous statement. It is, therefore, to be hoped that the stereotyped directions referred to will not be found under Ointment of Yellow Mercuric Oxide in the Pharmacopœia of 1900.

A Test of Formulas and Methods.

Believing this to be an opportune time for a comparison of the results obtainable by the different methods which have been suggested for the preparation of the ointment, samples were made by each method, and subjected to microscopic examination, a low power—50 diameters—being used for the purpose. The samples were all made to contain 10 per cent. of the oxide; and in order to compare the expediency of the methods, were all made in 25 Gm lots. Most of the samples were made in duplicate, the writer's work having been repeated by one of his students. —Mr. Geyer. In most cases the results obtained by the two operators were very nearly coincident.

The Pharmacopœial Formula.

Sample No. 1.—The Pharmacopœial formula was used. The ointment was made on a warmed ointment slab, as follows: The yellow mercuric oxide was rubbed with one-half its own weight of the fatty vehicle (ointment, U. S.), by means of a spatula, for five minutes. Then the remainder of the ointment was incorporated in portions, and with vigorous rubbing. The oxide was subjected to trituration which extended over 15 minutes of time—5 minutes in the first trituration, and 10 minutes in the incorporation of the rest of the ointment.

Sample No. 2.—Formula same as for No. 1. Process also the same, except that the yellow mercuric oxide was triturated with one-half its own weight of ointment for 10 minutes, and the rest added with 5 minutes of trituration.

No. 2 Gave Better Results.

Remarks.—Although neither sample contained the oxide in as fine a state of subdivision as it was found to exist in an ointment obtained from a local oculist, No. 2 was found to be far superior to No. 1, demonstrating that rubbing is more effective when but a small amount of fat is present.

One-half as much fat as oxide was found to give just the right consistency. It is a common mistake to use too much fat in the initial trituration.

Result With Cold Ointment and Cold Slab.

Sample No. 3.—Formula and process same as for No. 2. But cold ointment and a cold slab were used.

Remark.—Sample inferior to No. 2. The stiff ointment protects the granules of oxide, and interferes with pulverization.

With Soft Petrolatum as Vehicle.

Sample No. 4.—Process same as for No. 2; but soft petrolatum was used as the fatty vehicle.

Remarks.—In point of subdivision of oxide sample was noticeably inferior to No. 2. The observation was made that the more tenacious the fat used, the more satisfactory was the subdivision. In other words, the less tenacious the fat, the longer the trituration had to be continued in order to obtain a satisfactory sample.

Good Results From Trituration.

Sample No. 5.—Soft petrolatum was used as vehicle. The *modus operandi* was as follows: A No. 2 shallow, porce-

*A bright iron spatula was found to cause no appreciable reduction of Yellow Oxide, except when water was present. As a steel spatula is preferable to one of horn, bone, rubber or glass, for mechanical reasons, the first-named was used in making the water-free ointments of the Yellow Oxide.

lain mortar was warmed with hot water, and then dried. Next a small quantity of petrolatum (half the weight of oxide in formula) was put into the mortar, and by rubbing with the pestle was distributed evenly over the bottom, grinding surface of the mortar. The oxide was then added, and rubbed for 12 minutes, after which time the rest of the petrolatum was added, in portions, with 8 minutes of vigorous trituration. Special care was exercised throughout to prevent the escape of the ointment from under the pestle. The sides of the latter, and the inner walls of the mortar, were scraped down with a piece of very stiff, sized paper.

Remarks.—Subdivision uniform, and almost identical with sample from oculist, already referred to. Sample magnified 50 diameters, showed oxide as small particles, barely visible.

A mortar of proper size and shape is better adapted for levigation than the ointment slab; and the subdivision is effected in a shorter time; but when the mortar is used, there is greater probability of some of the substance escaping trituration, owing to carelessness in scraping the sides of the pestle and inner walls of the mortar. For this operation stiff, sized paper (owing to the fact that it can adapt itself to the curvature of the mortar and of the pestle) is far superior to a spatula.

Experiments With Mixtures of Oil and Ointment.

Sample No. 6.—The oxide was rubbed for 5 minutes with one-half its weight of castor oil. The proper amount of ointment was then added in portions, the trituration occupying 10 minutes of time.

Sample No. 7.—Cod liver oil was used in place of castor oil.

Remarks.—Subdivision of oxide in Nos. 6 and 7 nearly the same.

The method of using a liquid fat for levigation is quite common. But a solid fat, liquefied by warmth, answers fully as well.

Sample No. 8.—A mixture of oil of theobroma 2 parts and liquid petrolatum 1 part, was used as vehicle, and was incorporated as outlined in process for sample No. 5.

Remark.—Subdivision same as in No. 5.

Trituration With Water and Wool-Fat.

Sample No. 9.—The oxide was rubbed in a mortar with a little water (1 part of water to 1 part of oxide) for 5 minutes. Then hydrous wool fat (U. S.) in the proportion of 2 parts for every 1 part of water, was incorporated. And finally, enough petrolatum to make an ointment containing 10 per cent. of oxide. Total trituration, 15 minutes.

Remark.—Oxide was more finely divided than in any sample made by rubbing with a fat for an equal length of time.

With Alcohol and Petrolatum.

Sample No. 10.—Oxide was triturated for 5 minutes with enough alcohol to form a paste. Then a very small portion of petrolatum was added, and trituration continued until the odor of alcohol was no longer noticeable. Finally, the remainder of the petrolatum was incorporated. Total trituration, 15 minutes.

Remarks.—Subdivision of oxide was found to be equal to that in sample No. 9. Water and alcohol are both well adapted

for the levigation of the oxide; better, in fact, than fats and oils. But water does not evaporate rapidly, and does not mix well with petrolatum, and hence necessitates the use of wool fat, to prevent separation; while sample No. 10 contains only the oxide and petrolatum, the alcohol having been wholly dissipated during trituration.

Glycerite of Starch Not a Stable Base.

Sample No. 11.—Glycerite of starch (U. S.) suggested on account of its miscibility with the eye-fluids, was used as a vehicle.

Remarks.—The glycerite was found to serve well for the levigation of the oxide. But the sample was found to be less stable than the ointments containing fats.

The Use of Moist Mercuric Oxide.

Sample No. 12.—Ointment (U. S.) was used as vehicle. The yellow mercuric oxide was freshly precipitated by the process given in the Pharmacopoe. Special care was taken to prevent formation of oxychloride, and of basic carbonate. The precipitate was well washed, drained on a filter, then pressed between several sheets of filter paper, to remove excess of moisture, and finally incorporated with the vehicle, gradually added. Trituration was conducted on an ointment slab, and was completed in 5 minutes. Moist oxide was used in proper quantity to represent 2.5 Gm. of dry oxide, so as to make a 10 per cent. ointment. [The amount of mercuric chloride required to make any given weight of yellow mercuric oxide can be calculated. Since one molecule of the chloride yields one molecule of oxide—

Molecular weight of oxide : Molecular weight of chloride :: Amount of oxide desired : Amount of chloride to be used.

Suppose 20 gm. of oxide are needed— $215.8 (\text{Hg O}) : 270.5 (\text{Hg Cl}_2) :: 20 \text{ Gm. } x : x = 25.06 \text{ Gm.}$

The moist precipitate obtained from 25.06 Gm. of mercuric chloride will, if precipitation has been complete, contain just 20 Gm. of yellow mercuric oxide.]

Remarks.—The ointment absorbed the water held in the moist oxide, and the sample was homogeneous. The particles of oxide were barely visible (50 diameters), and the distribution through the fat was thorough.

Sample, No. 13.—Same as No. 12, except that petrolatum was used as vehicle. Trituration, 5 minutes.

Remarks.—It was found that freshly precipitated oxide, moist enough to make incorporation of petrolatum easy, contained more water than could be absorbed.

Sample, No. 14.—An equal weight of hydrous wool fat was first incorporated with the moist oxide; then enough petrolatum to make a 10 per cent. ointment. Trituration, 5 minutes.

Remark.—Subdivision and distribution of oxide, very superior.

Observations On the Keeping Qualities of the Samples.

(1.) Yellow mercuric oxide is reduced on exposure to light. All its ointments are therefore unstable, except when kept in light-proof containers.

(2.) The presence of water hastens the reduction of the oxide. All water-containing samples were found to change color more quickly than the water-free samples. The ointments made from the

freshly precipitated oxide were found to be very susceptible to light. But the minute division of such oxide, together with the presence of water, fully explains this susceptibility.

(3.) Ointments containing animal fats (specially lard) were found to be less stable than the ointments made with petrolatum.

(4.) The sample made with glycerite of starch was the first sample to change color.

Conclusions.

(1.) The process of using fresh, moist oxide, for the ointment, is too complicated, and too tedious to ever become popular with pharmacists. Besides, an ointment thus made lacks keeping quality, and is therefore ill-adapted as stock-ointment.

(2.) The process used for sample, No. 10, is to be recommended as yielding an ointment as stable as can be expected of a preparation of yellow mercuric oxide; insuring (if properly carried out) the satisfactory subdivision and distribution of the oxide; and, lastly, as being expeditious and simple.

(3.) The process for No. 5 is nearly as good; but requires a little more time and labor. The writer would suggest that a stock-ointment, containing 20 per cent. of oxide, be made by either one of the processes recommended (No. 10 or No. 5). If kept in a cool place, and protected from light, such an ointment would keep for many months, and could be readily diluted as required. Thus would be avoided the possibility of furnishing an unsatisfactory ointment on a busy day.

Formaldehyde as a Milk Preservative.

At the annual meeting of the American Public Health Association, held at Minneapolis, on November 1, Dr. A. G. Young, secretary of the State Board of Health of Maine, contributed a paper on this subject. He said that the results of his examinations of all the available printed and other reports regarding the action of formaldehyde seemed to justify the following conclusions: (1) That used as a preservative, it tended at least to impair the nutritive value of milk. (2) Its tendency was also to interfere with the digestive processes. In either case it was only a question of dosage, and the limit of safety was difficult to determine. (3) That though the inhalation of formaldehyde gas was much less dangerous than the breathing of the other gaseous agents much used as disinfectants, the results of tests upon animals, and of one case of accidental poisoning of a human being, indicated that formaldehyde taken into the digestive system might produce dangerous and even fatal results. (4) It would be unwise and unsafe to encourage or to suffer the use of formaldehyde in the public milk supply, even under any possible restrictive regulations. (5) In every State, as is now the case in many, there should be a law prohibiting with effective penalties the use in milk of any chemical preservative whatsoever.

Money Well Spent.

I like your journal very much and consider the amount it costs, \$1.50, well spent.

C. P. HICKEY.
Chatham, N. B.

Prize Essay Department.

Brief, Bright essays on subjects of interest to pharmacists are invited for the Prize Essay Department. For every article printed, long or short, the American Druggist will fortnightly pay \$5.00.

PRACTICAL SUGGESTIONS FOR THE PHARMACIST.

BY JOSEPH F. HOSTELLEY,
Collingdale, Pa.

A Filtering and Percolating Cabinet.

IN accompanying illustration is pictured a filtering and percolating cabinet that embraces a book case, a small closet and a writing desk, with divers drawers and pigeon holes for the preservation of journals, wherein are chronicled formulæ and data pertaining to the manufacture of galenical products, whether by filtration, percolation or any of the methods practiced by the modern, progressive pharmacist.

Through the open doors and those that are of glass, it will be seen that funnels and percolators are, by this disposition, perfectly protected from dust, and not in the slightest danger of being disturbed by an inadvertent act or movement of an operator. The funnels and percolators rest upon adjustable cleats with deep conical sides which accommodate vessels of varying capacities. There is ample room for filtrate and percolate receivers to stand beneath the clarifying or exhausting devices, with space to spare for auxiliary containers; all secure from the detrimental effects of dust and free from the likelihood of being tipped over by passing feet, as they sometimes are when resting on the floor.

The inverted bottles held above the uppermost funnels and percolators are for the purpose of keeping the latter continually active. These feeding bottles are fitted with two working tubes instead of one, as is usually the case. When one tube is employed, the passage of thick, viscid liquids is not easy and the feeding is very often done in a provokingly irregular and unsatisfactory manner.

Operation of the Percolator.

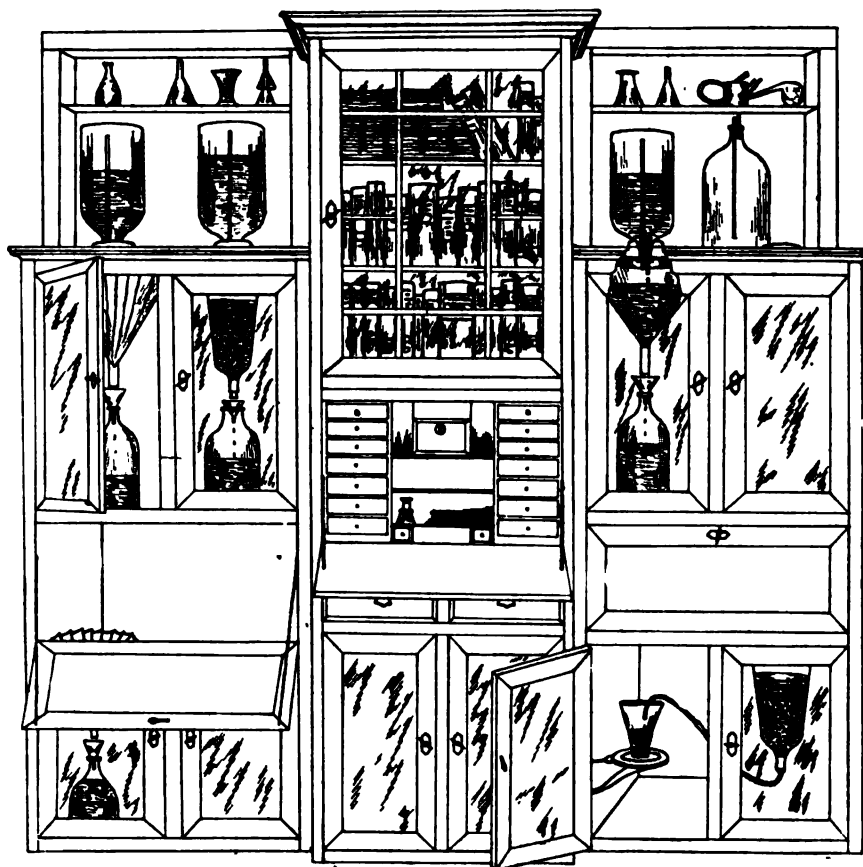
To fully grasp the operation of this self-feeder, I will ask the reader to look through the breach in cabinet top and follow a quotation from a more recent paper: This device "consists of two glass tubes, each of about $\frac{3}{4}$ -inch bore, one long and the other short. The exact length of these rods will depend upon the depth of feeding bottle, and the distance from the mouth of same, when inverted on the cabinet, to the liquid in the funnel or percolator. When an ordinary gallon bottle is used, the lengths are: Long tube, 15 inches; short tube, 3 inches. They are placed in a perforated rubber cork—a cork having two perforations—the long tube reaching nearly to the bottom of the bottle. The short tube should extend $\frac{3}{4}$ inch further outside the bottle than the long one. The long tube is for admitting

air to the bottle without which the operation would not proceed, and the short tube is for supplying the liquid to the receptacle below. As the liquid in the funnel or percolator falls below the air tube, air is at once admitted to feeding bottle, which causes the necessary atmospheric pressure, and the process proceeds until all the liquid has been fed."

Use of the Small Drawers.

In the small drawers of writing desk,

to be kept larger sheets of filter paper, gray and white, of several sizes. During odd moments, when other work is wanting, one of the boys is made to fold filter papers for future use and neatly pack them away in the filter paper closet. Here are to be found plain and plaited filters, always folded to fit most any funnel. On the shelves of the bookcase are noted a half score or more indispensable publications; volumes that are invaluable to the follower of pharmacy and the student of allied sciences. Two score or more of pharmaceutical prints whose pages contain papers of particular interest and worth are piled on an upper shelf. The captions of these instructive articles are written in lead pencil on the cover pages of the respective journals in which they appear. Illustrated price pamphlets of glassware and druggists' sundries are given space in the pigeon holes. The drawers and lockers of a nearby closet contain an assorted stock of the manifold and multiform agents which are the mediums that make filtering, percolating and distilling operations possible, not to be found in the piece of furniture just described; such as animal charcoal, magnesia, sand, fuller's earth, cricket cloth,



FILTERING AND PERCOLATING CABINET.

records are religiously kept of all filtering percolating and distilling operations in which originality is dominant, or where a tentative spirit has been manifested. One of these sliding boxes is known to contain slips of plain white paper on which to register dates, etc., to label filters and percolators. Just beneath the drop lid of desk, which can be closed and locked when desired, are two more capacious drawers, one intended to hold absorbent cotton, the other small white filter paper. In the closet below is

small sponges, notched corks of many sizes, rubber corks, some solid, others perforated, once, twice or thrice, glass and rubber tubing, pinch cocks, files for cutting glass tubing, cork borers and sections of clay pipe stems to conquer the evil effects of "bumping" when flask distillation is on the tapis. Usually rubber corks are much to be preferred for distillation duty; they fit tighter than the common ones, are practically impervious to vapors or gases, and are more durable.

Repository for Cork Tops.

Instead of keeping paper cork tops in a small box that must have its lid removed and replaced every time a sticker is wanted, or in a slide drawer among other labels, etc., let them be kept in a small "swing-box" beneath a lower shelf of prescription department, near the hand of prescriptionist. By a "swing-box" we mean one that is only fastened to its support at one corner, and this in such a way as to allow it to swing in and out, by a mere flick of the finger. This method is a simple but certain time economizer.

To Clean a Grating Instrument.

Many pharmacists utilize a common metal grater of the kitchen for reducing certain drugs to powder form. A worn-short whisk-broom will be found just the thing for removing the particles that adhere to the grater, cleaning it well. Care should be exercised in this regard as matter may become lodged in the device which, if not carefully removed, is dislodged during the next process of comminution, possibly, to enter into combination with a medicament of totally different tendencies.

To Mend Leaks in Tin Utensils.

When a tin utensil springs a leak, do not discard it. Instead, repair it with a slender piece of solder wire, which can be bought in bundles for 5 or 10 cents. Hold a lighted candle or alcohol lamp within the vessel so that the flame plays about the offending aperture, until the surrounding metal is well heated, then with a rotary motion apply the solder until the hole is obliterated beneath a "drop" of solder. No resin is necessary. If the size of the incapacitated vessel be such that a heating medium cannot be held within, use a hot poker or iron to fuse the solder. To mend a vessel coated within with enamel, the latter must first be chipped away from about the hole. A little hydrochloric acid applied to the dish may aid the metallic cement to adhere.

Chrysarobin for Warts.—Dr. G. M. Fitz calls attention to the excellent results which are obtained in the treatment of warts by solutions of chrysarobin. He first pares down the wart until there is rather profuse bleeding, and then applies a 10 per cent. solution of the drug, the vehicle being either ether or the ordinary gutta-percha solution. As a matter of fact, says the "Medical Press" chrysarobin is by no means the only effectual means of dealing with these often refractory conditions of epithelial hypertrophy. The essential part of the treatment is unquestionably the removal of the thickened epithelium. When this has been done the application of chromic acid or a collodion solution of salicylic acid will, in most cases, cause the disappearance of the growths within a few days.

Salicylic Acid as a Taenicide.—Ozegonski (Pregres Medical) has had complete success in the treatment of tapeworm. He gives the patient 1 ounce of castor oil in the morning, the patient having gone to bed fasting. On the next morning he gives half an ounce of castor oil at 7 o'clock, followed by 8 grains of salicylic acid at 8, 9, 10 and 11 o'clock respectively. If the worm is not dislodged at the time the last dose is administered, another half ounce of oil is given.

(Written for the American Druggist.)

PHARMACODYNAMETRY.

BY SEWARD W. WILLIAMS, PH.C., F.C.S.,
East Orange, N. J.

THERE is one branch of pharmacologic research receiving much deserved attention just now—the physiologic assay of drugs—which merits a distinctive name of its own.

Physiological Tests as Measures of Drug Strength.

That it is possible to measure quite accurately the activity of many important drugs, some of which as yet are not amenable to chemical assay, by testing them upon certain of the lower animals peculiarly susceptible to their action, is shown by the work of Dr. E. M. Houghton. From figures he has given it is calculated that .00000127 gramme (1-50000 grain) of aconitine or .0000015 gramme (1-42000 grain) of strophanthin is sufficient to kill a fifteen gramme frog. There are few analytical balances used in pharmaceutical assaying which are accurate to within 1-200 milligramme (1-12800 grain). We need not hesitate, therefore, to say that physiologic tests may properly be employed in measuring drug strength.

The science of the action or power of drugs is known as pharmacodynamics, and it would seem that the measurement of such action might be properly termed pharmacodynametry (measurement of drug power).

Physiologic testing has been termed pharmacologic assaying; but to use the adjective pharmacologic for pharmacodynamic is to restrict a term relating to pharmacology—properly the whole science of drugs—to one of its numerous branches.

The Use of the Word Pharmacology.

An eminent botanist, speaking of the present tendency to narrow the word pharmacology to a synonym of pharmacodynamics, compares it with the effort of the zoologists to restrict the meaning of natural history to zoology, thus leaving botany and geology to form an "unnatural history." To speak, then, of physiologic tests as pharmacologic assays is subject to the same objection, although sanctioned by usage and some of the latest dictionaries.

Mr. Burdette's Experience.

While the term pharmacodynametry has never, to my knowledge, been employed, I do not presume to have suggested anything new, being reminded of R. J. Burdette's experience. Speaking of coined words, Mr. Burdette says (in the "Chautauquan"): "I have made a little study of them myself, always with disappointing results. I always run across them after discovering them, somewhere about 100 years before the birth of the inventor."

Pharmacometry Analogous to Acidimetry.

A little while ago, not finding it in recent dictionaries at hand, I had an idea that "pharmacometry" was a new word as properly applicable to measuring the strength of drugs as were the terms acidimetry and alkalimetry to measuring the strength of acids and alkalis. But "pharmacometry" soon turned up in Dr. Gould's Medical Dictionary, defined

as "the measuring and weighing of drugs." It would seem, however, that through analogy with acidimetry and alkalimetry, "pharmacometry" would be a far more useful term for pharmaceutical assaying, or drug valuation. In acidimetry we do not, in deference to strict etymology, measure acids by the quart or liter. But Dr. Gould has the right of priority in the matter, nevertheless.

Suggested Basis of Discussion.

Whether pharmacodynametry be a new or an old term, it is formed on regular lines and seems perfectly applicable to physiologic assaying, particularly if a big thing deserves a big name. It may at least form the basis for a discussion as to what is the best term for that branch of pharmacologic work which is being so ably developed by Dr. Houghton.

Some such shorter word as physiometry (nature measuring) would have the advantage of brevity and, while etymologically indefinite, might be a more convenient term, particularly as regarding its adjective and adverb—physiometric and physiometrically.

Digitalis and Its Constituents.

Much attention has been paid of late to the question of digitalis and its constituents. England's work on the fat free tincture has already been published in these columns. (July 10, p. 8.) Edinger (Pharm. Zeit., 1899, No. 35) has determined the molecular weight of digitogenin. Caesar and Loretz in a recent trade report approve of Keller's method for estimating digitoxine as being both simple and practical. This method has also been approved by the German Pharmacopoeia Commission. Mecke has recently directed attention to the fact that digitaline gives a characteristic color reaction with a mixture of selenious and sulphuric acids (yellow turning immediately red and gradually fading out. See elsewhere in this number.) Kiliani and his pupils have lately published the results of a great amount of work done on the constituents of digitalis leaves, particularly on digitoxine, digitalein and true digitaline. (Pharm. Zeit., 1899, No. 80.)

Benyschek has studied the subject of infusion of digitalis and recommends recourse to percolation as a means of preparing the infusion. This author also states that the Austrian leaves are very nearly, if not quite, as valuable therapeutically as are those of German growth.

Altan and Kallo propose a modification of Keller's method (Pharm. Post, 1899, Nos. 39 and 40), which is intended to obviate the difficulty met with in the emulsification on shaking out with chloroform. They recommend that Keller's process be followed until the alkaline solution of the digitalis glucosides has been obtained. This should then be shaken four or five times with successive portions of 30 Cc. of chloroform, regardless of the formation of emulsions, all chloroform that can be conveniently separated being drawn off after each shaking. To the combined chloroform extracts from 2 to 3 grams of powdered gum tragacanth should be added, and vigorously shaken for five minutes, then set aside for 4 or 5 hours, and shaken from time to time. The gum combines with the water, forming a paste which adheres to the sides of the vessel or floats from the surface. In this way the emul-

sion is broken up, and the chloroform separates off clear and free from water. The mixture should now be filtered through a pledget of cotton into a previously dried and weighed flask. The or-

iginal flask and filter should then be washed with chloroform, and this passed through the filter into the weighed flask. The chloroform is then distilled off, and Keller's method followed.

allied to the other bases, and its physiological action is almost indistinguishable from that of anhalonnine.—*Journ. Physiol.*, September, 1899, p. 71.

Pharmaceutical Progress.

New Remedies—Improved Processes—Modern Inventions—Wrinkles in Dispensing—Tests and Reactions.

Eucasol is the trade name given to eucalyptol-anytol.

Lactacin is the name given to a pure casein by a firm in Wurttemberg, Germany.

Dithan is the name given by a German manufacturer to a preparation said to be identical with trional.

Eudomentol is a 1 per cent. salve of nicotine salicylate with a base of either lanolin or vasogen. It has been recommended by Wolters for the treatment of scabies.

Homocresol is a new synonym for guaethol, which is also known as ajacol, and thanatol, and which is chemically pyrocatechin-monoethy-ether. This has been recommended as a substitute for guaiacol.

Honthin, which was referred to in our last issue, should be given in the dose of 0.5 to 1.5 grams (8 to 23 grains) three or four times a day suspended in some mucilaginous vehicle, such as decoction of salep. The introducer fails to give any of the promised details concerning its method of preparation.

Water Kephir.—Cactaret (Muench. Med. Woch.) states that he has found a form of kephir grain, which causes with a mixture of water and sugar a fermentation similar to that produced by the ordinary kephir grains in milk. He mixes 2 liters of water with 1 gram of kephir grains and 50 grams of sugar, and allows to stand for 2 days in an open vessel. The mixture is then thoroughly stirred and poured into bottles, which should be kept tightly closed for several days, when the liquid is ready for drinking. This preparation contains about 1.4 grams of alcohol, 2.1 grams of carbon dioxide and 16 grams of sugar in each liter. It resembles cider in appearance and has a slight acid taste.

Hydrogen Peroxide as an Antidote in Cyanide Potassium.—McArthur Johnston has experimented with hydrogen peroxide as an antidote for cyanide poisoning. He gave 300 Cc. of a 1 per cent. solution of potassium cyanide equivalent to 0.3 grams of the salt to a dog, and 1½ minutes later, after the onset of paralysis, administered a hypodermatic injection of hydrogen dioxide solution, repeating the injection several times in the course of an hour until 30 Cc. of the dioxide had been used. The dog recovered at the end of one hour and a half. The fact should be borne in mind that

according to Lövy, an excess of hydrogen dioxide is itself toxic, owing to the formation of oxamid in the blood. Hall has recorded a case of poisoning, in which the patient had taken 50 Cc. of 1 per cent. solution of potassium cyanide but recovered on administration of ferrous sulphate and sodium carbonate.

Animal and Vegetable Cancer.—Mr. Bra records some interesting observations on the analogies presented by cultures of *Nectria ditissima*, the fungus which produces "cancer" in trees, and those of the parasitic fungus which accompanies cancer in man and other animals. In the former case the cultures produced round spores about 1 u in diameter, displaying a brownian movement, having a strong tendency to agglomerate and multiplying endogenously by budding. The spores, spherules, conids, and hyphae present staining reactions and biological characters identical with those of the human parasite. Inoculations of trees with cultures of the human parasite resulted in a "cancer" in all respects resembling that produced by *Nectria*; and conversely, the ingestion of rabbits by cultures of *Nectria* caused the production, in about three months, of round ulcers in the stomach similar to those produced by the ingestion of cultures of the human parasite.—*Comptes rendus*, 129, 118.

Alkaloids of Anhalonium Lewinii.—Dr. Dixon points out that Heffter described (Berichte, 1896) a method by means of which four alkaloids—mezcaline, anhalonidine, anhalonnine, and lophophorine—could be extracted from "Mescal" buttons. E. White, of St. Thomas' Hospital, has amplified Heffter's work, and prepared the alkaloids in the following proportions from the crude "buttons":—Mezcaline and anhalonidine (about equal amounts of each), 1.16 per cent.; anhalonnine, 0.46 per cent.; lophophorine, 0.14 per cent. The alkaloids were supplied in a beautiful crystalline condition, except lophophorine, which appears to be only crystalline in the form of a salt. All were freely soluble in distilled water, alcohol, or normal saline solution, and possessed remarkable similarity in their physiological actions. Anhalonnine and anhalonidine have the same formula— $C_{11}H_{11}NO_2$ —and are isomeric; their physiological effects are identical. Lophophorine ($C_{11}H_{11}NO_2$) belongs to the same series, differing only by the addition of CH_2 ; this addition, however, appears to have the effect of increasing the toxicity. Mezcaline ($C_{11}H_{11}NO_2$), though apparently differing somewhat in constitution, is also closely

Electrolytic Preparation of Chloroform.—The principles governing the electrolytic preparation of chloroform from sodium chloride and acetone have already been published in a monograph (*Pharm. Zeit.*, 1898, No. 61), but the product was not at that time made on a commercial scale. According to Lucchini (*L'Elettricità*, 1899, 8, 664), L. Zambelletti of Milan has now established works at Como for the manufacture of chloroform by the electrolytic process. In these works a 20 per cent. solution of sodium chloride is put into a leaden distilling apparatus, through which a stream of steam is passed, and which is kept in motion by a rotating carbon shovel, which acts as an anode, and an electrical current of from 5 to 6 amperes is passed through. When the temperature reaches 100° C., acetone is passed into the apparatus from the bottom. Chloroform is formed by the action of the nascent chlorine, which is liberated by the electrolytic decomposition of the sodium chloride upon the acetone, which first forms trichlor-acetone, which is decomposed by the sodium hydrate (liberated from the chlorine by the electrolysis) with the final production of sodium acetate and chloroform. The latter passes over and is condensed in the usual manner. In the apparatus operating at Como, about six horse-power is used. Theoretically, 100 parts of acetone should yield 210 parts of chloroform, but the highest results so far obtained in practice is 180 parts of chloroform.

Chinese Fixed Oils.—The following details are taken from a report of M. Millan, director of the official laboratory at Marseilles, to the president of the Chamber of Commerce at Paris, and are interesting as giving the results of the analyses of some Chinese fatty oils. The seeds of the tree termed locally "Lone Muc," yielded 36 per cent. of oil, of a very viscous and dark-colored nature. It differs from most fatty oils by its great solubility in alcohol. The following analytical details were obtained: Melting point of the fatty acids = 12.5°; glycerine = 9.02 per cent.; iodine absorbed 87 per cent. The so-called "wood-oil" coming from the southern province of China, is of a beautiful yellow color and has a peculiar odor of smoked ham. It thickens without solidifying at -10°, and is insoluble in alcohol. It is very easily saponifiable, and yielded the following analytical factors: Specific gravity, .9419; fatty acids, 95.44 per cent.; melting point of fatty acids, 39.5°; iodine absorption of the fatty acids, 129 per cent.; glycerine equals 9.7 per cent. A careful examination of the fatty acids showed them to consist approximately of—palmitic and stearic acids, 15 per cent.; oleic and linoleic, 43 per cent.; identified fatty acids, 42 per cent. This oil is said to yield an excellent soap, and also on account of its high siccative properties. The last oil referred to is the so-called "oil of Bancoulie," a fluid oil of unknown origin, coming from Tonkin. It had a specific gravity .9397; the fatty acids equal 95.4 per cent., melted at 31°, and had an iodine number 132 per cent.; glycerine equals 8.72 per cent. This oil is also said to be extremely valuable for varnish making.—B. & C. Druggist.

Gathered Formulas.

Hospital Formulary.

DEMILT DISPENSARY FORMULARY.

(Continued from page 293.)

Misturae Variae.

SODIUM SALICYLATE MIXTURE.

Sodii salicylatis 3 drs.
Potassii acetatis 2 drs.
Aquae, ad 6 oz.

Dose: One teaspoonful to a table-spoonful.

STRYCHNINE AND IRON PHOSPHATE MIXTURE.

Strychninae sulphatis 1 gr.
Ferri phosphatis ½ dr.
Acidi phosphorici diluti 5 drs.
Syrupi zingiberis, ad 4 ozs.

Dose: One teaspoonful.

TONSILITIS MIXTURE.

Tincturae ferri chloridi 1 dr.
Potassii chloratis, aa 1 dr.
Glycerini 1 oz.
Aquae, ad 4 ozs.

Dose: One teaspoonful.

TONIC MIXTURE.

Strychninae sulphatis ½ gr.
Tincturae ferri chloridi 5 drs.
Acidi phosphorici diluti 1 oz.
Syrup limonis ad 4 oz.

Dose: One teaspoonful.

Pills.

ALOES, BELLADONNA AND NUX VOMICA.

Pulveris aloes 10 grs.
Ext. belladonnae alcoholici 1 gr.
Extracti muci vomicae, aa 1 gr.

Mix and divide into four pills.

ASIATIC PILLS.

Acidi arsenioso 1 gr.
Pulveris piperis nigri 1 dr.
Pulveris glycyrrhizae q. s.

Mix and divide into twenty pills.

"BLAUD'S" PILLS.

Ferri sulphatis 15 grs.
Potassii carbonatis, aa 15 grs.

Mix and divide into ten pills.

IRON AND QUININE.

Ferri sulphatis exsiccati 15 grs.
Quininae sulphatis, aa 15 grs.

Mix and divide into ten pills.

LEAD AND OPIUM.

Pulveris opii 10 grs.
Plumbi acetatis, aa 10 grs.

Mix and divide into ten pills.

COMPOUND PODOPHYLLUM.

Resinae podophylli 5 grs.
Ext. hyoscyami alcoholici 10 grs.
Pulveris rhei 2½ mms.
Pulveris ipecacuanhae, aa 5 grs.
Ext. colocynthis compos 10 grs.
Olei menthae piperitae 2½ mms.

Mix and divide into twenty pills.

Powders.

PEPSIN AND BISMUTH.

Pensini saccharati 2 drs.
Bismuthi subnitrat, aa 2 drs.

Mix and divide into twelve powders.

TABLET TRITURATES.

Aconitine (Duquesnel's) 1-200 gr.
Calcium sulphide 1-10 gr.
Calomel 1-10 gr.
Calomel 1 gr.
Hyoscyamine 1-200 gr.
Mercury Protiodide 1-4 gr.
Nitroglycerin 1-100 gr.

Ointments.

BORACIC ACID.

Acidi boraci 2 drs.
Unguenti zinci oxidi 1 oz.

FOR SCABIES.

Unguenti sulphuris 1 oz.
Unguenti zinci oxidi, aa 3 drs.
Syracis 3 drs.
Saponis viridis 3½ drs.

FOR BLEPHARITIS.

Acidi salicylici 10 grs.
Unguenti hydrargyri oxidi flavi ¼ dr.
Petrolati 5 drs.

Compressed Tablets.

Antifebrin 2 grs.
(To be Continued.)

CHEMICAL EXPERIMENTS

For Parlor Demonstration.

A contributor to the French scientific journal, "La Nature," describes some simple and effective experiments in physics and chemistry, which are well adapted for parlor demonstration.

Experiment in Capillarity.

A crystallizing vessel having been filled with water to a depth of an inch or two some mercury is allowed to fall into it from such a height that when it strikes the bottom of the vessel it shall rebound in the form of globules. Owing to surface tension, quite a large number of the globules will remain upon the surface of the liquid and will mutually attract each other with great force and at a distance of an inch or more. They will be strongly repelled, also, by any object wet with water that is made to approach them, such as a wooden match, for example.

Soft and Elastic Sulphur.

Some roll sulphur is melted in a chemical flask, with very gentle heat, over a Bunsen burner. It is well to remove the flask from the burner before the complete melting of the brimstone and to stir the latter until the fusion is perfect. The flask will then contain sulphur in a very plastic state.

Then the flask is submitted to heat again and the melted sulphur vigorously stirred. After a while the substance will pass abruptly to a pasty state. Such passage from one state to the other does not take place instantaneously unless the sulphur is vigorously stirred, but occurs gradually.

Experiment With Hydrosulphuric Acid.

Some hydrosulphuric acid is ignited at the extremity of a tapering tube which, through a rubber tube, communicates with a Wolff bottle in which the gas is produced. Upon moving the flame over the surface of some water placed in a pan, sulphur will deposit upon the liquid and thus permit of writing a name, drawing a design, etc.

Phosphureted Hydrogen.

A few fragments of calcium phosphide are allowed to fall into a goblet containing some water, and quite a thick layer of sawdust is immediately spread over the surface of the latter. The bubbles of phosphureted hydrogen accumulate beneath the sawdust in forming one very large bubble, which finally lifts the sawdust, bursts, and forms a series of rings of extraordinary size.

Preparation of Nitrogen.

A bell glass is provided with two metallic combs facing each other and communicating with the poles of a Ruhmkorff coil or a Holtz electrostatic induction machine. Some phosphorus is burned in the bell by the ordinary process. The cupel that contains it is supported by a

cork that floats upon the water in which the bell glass rests. As soon as the phosphorus has been completely burned, a silent discharge of electricity is passed through the combs. The electricity immediately precipitates the fumes of phosphoric anhydride, and after this the bell glass will no longer contain anything but pure nitrogen. We would advise the use of a bell glass provided with three apertures, one at the top and two at the sides. The one at the top will serve for collecting the nitrogen when the bell glass is made to descend into the water, and those at the sides will serve for holding the metallic rods of the combs.

THE PREPARATION AND ADMINISTRATION OF PILLS, TABLETS AND CAPSULES.*

BY H. FINKELPEARL, PH. G., M. D.
Pittsburg, Pa.

PILLS, tablets and capsules are undoubtedly the most convenient and agreeable forms of administering medicinal substances. They spare the inconvenience of carrying bottles, spoons or medicine glasses, often almost impossible for business people or travelers. The tasting of bitter and nauseous remedies is avoided. Correct division of doses of insoluble substances can be more easily accomplished than in the liquid form of medication. Although these little bodies are usually made of the most important and powerful therapeutic agents, they are often prescribed with less care than liquids of the same character.

The Parts of Pills.

Pharmaceutically speaking, pills may consist of three parts: 1, the active ingredients; 2, the excipient, and 3, the coating. The active ingredients may be alkaloids and their salts, resins, neutral principles, extracts, the heavy metals and their salts, or the products of coal-tar. As they are usually administered with a view of producing either a local or systemic effect in or via the gastro-intestinal canal, it is necessary they should become disintegrated in the stomach or intestines. They must do that regardless of solubility. I will embrace this opportunity to say that the term soluble used by some manufacturers to extol the quality of their pills or tablets, is preposterous and misleading. We can speak of soluble pills only when they are prepared from soluble ingredients. We should therefore restrict the term soluble pills or tablets to those that are actually soluble in ordinary solvents, while the term disintegrable could be applied to pills and tablets containing insoluble as well as soluble substances.

The Disintegrability of Pills

depends on the nature of all their component parts. Among the ingredients resinous substances disintegrate slowly and with difficulty, while the heavy metals, alkaloids and their salts and particularly the coal-tar products, disintegrate easily. Among the most common excipients, powdered licorice root, kaolin and most of the aqueous extracts disintegrate without difficulty, while tragacanth, acacia or other highly mucilaginous substances may swell slowly and thus keep the mass cohesive for hours. Excessive

*Presented to the Section on Materia Medica, Pharmacy and Therapeutics, at the Fiftieth Annual Meeting of the American Medical Association, held at Columbus, Ohio, June 6-9, 1899.

firmness of the mass also delays disintegration. Age is another important factor in the disintegrability of pills and tablets. The older they are the firmer and less liable to crumble they become.

As coating material, sugar is superior to gelatin, tolu, mastiche or acacia. Sugar coating is washed away rapidly by fluids, leaving the mass exposed much sooner than is the case when the coating consists of substances insoluble or having a tendency to swell in liquids at the temperature of the stomach.

It is beyond doubt that a catarrhal condition of the alimentary canal and motor insufficiency play an important part in retarding the disintegration of pills. On the other hand, normal gastro-intestinal juices will hasten disintegration by chemical affinity.

The Two Forms of Tablets.

Tablets, the more modern addition to the art of pharmacy, are found in two forms: the compressed and the triturates. Compressed tablets are made by subjecting medicinal substances in the form of dry powder to pressure in dies, calculated to contain a definite number of grains or fractions of a grain of the drug alone or diluted with sugar of milk, cane sugar and sometimes starch. Compressed tablets are frequently coated with sugar.

Triturate tablets are usually composed of alkaloids or other powerful substances, sugar of milk or cane sugar, and a sufficient quantity of alcohol to form a mass. They are made in moulds without pressure. Being intended chiefly for hypodermic use, they are left uncoated.

All properly and recently prepared tablets, whether triturate or compressed, except those containing resinous substances, disintegrate far more readily than the average manufactured pills. But tablets as well as pills will become less disintegrable with age, and as a much longer period of time passes from the time pills and tablets are made by the manufacturer until they reach the patient than some physicians would think, we are not surprised to hear occasionally of pills or tablets being vomited or passed by the bowel, almost intact, a number of hours after being swallowed.

The tendency to squeeze everything from strychnine to cod-liver oil into tablets or pills is to be deplored; because medicinal substances have physical laws which the pharmacist can not transgress without diminishing, destroying, or altering some therapeutic virtues.

Capsules

are made of gelatin or starch. Those prepared from starch are known in this country as wafers, konseals or cachets. Starch capsules are more suitable for large quantities of dry powder than either gelatin capsules or pills; they break far more readily in the stomach than gelatin capsules, which are liable to swell and float for a considerable length of time before becoming permeable and allowing the contents to fall apart.

Deterioration and substitution can be more readily recognized in wafers or gelatin capsules than in pills or tablets.

The practice of making a mass before placing the ingredients into capsules is not to be recommended. It is seldom necessary, and even when we have soft extracts a sufficient quantity of sugar of milk can be added to convert them into powder.

The Inferiority of Pills and Capsules.

Pills, tablets and capsules are more or

less inferior to liquids and powders as far as rapidity and certainty of action are concerned. Starch capsules are superior to gelatin capsules, and I would suggest for the former the adoption of the Continental name *capsulae amylaceae*, instead of the various copyright and fancy names.

Gelatin capsules are to be preferred only for drugs needing better protection against atmospheric action than can be expected from the porous wafers.

Ready-made pills are to be avoided; their formulas do not always fit our cases, and we are unable to increase or decrease doses, and omit or add ingredients as we do when we prescribe our own formula for each individual case. It is best not to prescribe a larger quantity of pills than will last about two weeks. Clinical results are surely better with fresh than with old pills. Coating as a protective is seldom needed for a short time, but for the purpose of disguising disagreeable drugs, a thin coating may be obtained by shaking the freshly-made pills in a mixture of cinnamon or nutmeg with sugar and talcum.

While only a few retail pharmacists are equipped with the necessary machinery to make compressed tablets on physicians' prescriptions, a large number have the apparatus necessary to make triturate tablets and all druggists are capable of making, extemporaneously, any formula for pills.

In closing, I will say that if ready-made pills and tablets are to retain the patronage of physicians, it would not be unjust to demand from manufacturers that every bottle of pills or tablets should bear the date on which they were finished, and instructions to exchange for fresh goods after from twelve to fifteen months.

Perfumes—Natural and Artificial.*

By M. O. FORSTER, PH.D., D.Sc.

*Abstract of an address to the Chemical Society of the Goldsmiths' Institute, published in the *Chemist and Druggist*.

THE natural perfumes employed by the ancients took the form of spices and pomades, and were almost exclusively of vegetable origin: ambergis, musk, and civet were the only ones of importance derived from animal sources. The general application of ethereal oils and fluid essences appears to have followed the introduction of distillation as a physical process, and at the close of the fifteenth century distilled oils of benzoin, cedar, cinnamon, rose, rosemary, and turpentine were articles of commerce; aniseed, caraway, celery, cloves, lavender, pepper, and saffras were introduced during the succeeding hundred years; whilst orange-blossom and bitter-almond oils date from the early part of the eighteenth century.

The scent-principles enumerated are usually confined to a particular part of the plant or tree, such as the leaves and stem (thyme and mint), bark (cinnamon), wood (cedar), flower-leaves (rose, lily, jasmin, and violet), seeds (anise and caraway), or root (iris). Specialization is exhibited by the orange-tree, of which the flowers (neroli), leaves (petit-grain) and fruit-rind (essential oil of orange) yield different perfumes; the camphor-tree, on the other hand, produces the well-known ketone camphor in all parts of the system.

The essential oils are mixtures, containing representatives of many chemical groups, of which the hydrocarbons, alcohols, aldehydes, ketones, and esters are

the most important. They are isolated from the vegetable structures which produce them by four methods—(1) distillation; (2) expression; (3) inflowering (enfleurage); (4) maceration.

The growth of roses for the production of rose oil is most abundant in Arabia, India, Turkey, and Bulgaria, and within recent years has been introduced into Germany by Messrs. Schimmel & Co. Turkish rose oil, to the extent of 80 per cent., consists of geraniol and citronellol in the proportion of 3:1, and also contains a stearoptene, $C_{15}H_{32}$. Geraniol, $C_{15}H_{26}O$, is obtained from Indian geranium oil, and is employed in adulterating rose oil; citronellol, $C_{15}H_{26}O$, is derived from citral, the aldehydic constituent of citronella oil. German rose oil contains a greater proportion of stearoptene than the Turkish essence.

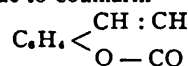
Camphor oil is obtained from the camphor-laurel, cultivated in Southern China, Hainan, and Formosa. It contains, in addition to the ketone $C_{15}H_{24}O$, acetaldehyde, cineol, dextropinene, dipentene, eugenol, phellandrene, and terpineol. Borneol, or Borneo camphor, comes from North Borneo and Northwest Sumatra, and is valued by the Chinese much more highly than camphor.

Peppermint oil contains menthol and menthone, along with limonene, menthene, and pinene. It is produced by *Mentha Piperita*, which is largely cultivated in Japan, also at Mitcham (which yields the best oil), and Miltitz, near Leipsic. Menthol is separated from the oil by centrifugation or by chemical methods; of the latter, the two most important are (1) conversion of the menthol into the hydrogen menthylic ester by phthalic anhydride, and (2) removal of the menthone in the form of oxime. The price of menthol has fallen from 60s. per pound in 1883 to 10s. per pound at the present time.

Lavender oil varies in quality so widely with locality that Mitcham lavender oil is worth six or eight times as much as that produced in the South of France. It consists mainly of the acetic esters or geraniol and linalol, of which the latter is the chief constituent of bergamot oil.

The reproduction of natural perfumes by synthetical methods now forms an important industry, which is, however, the growth of scarcely more than twenty years. Although it was noticed in 1759 that amber oil with nitric acid gave an odor of musk, Baur's artificial musks (trinitro-pseudobutyltoluene and trinitro-pseudobutylxylene) were patented as recently as 1888. It is noteworthy that the nitro-derivatives of pseudobutylbenzene are devoid of the odor of musk. Artificial musks are diluted with acetanilide, from which they may be extracted by light petroleum.

The characteristic odor of Tonquin beans is due to coumarin—

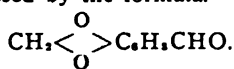


—which also occurs in sweet trefoil, scented woodruff and *Liatrix odoratissima*, being obtained chiefly from the last, which is collected in Virginia, Carolina, and Florida. It forms the basis of the perfume known as "new-mown hay."

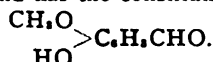
The group of aromatic aldehydes comprises many artificial perfumes, such as bitter-almond (benzaldehyde), cinnamon (cinnamic aldehyde), heliotrope (piperonaldehyde), hawthorn (anisaldehyde), hyacinth (tolylaldehyde), meadowsweet (salicylaldehyde), and vanilla (vanillin).

Benzaldehyde is obtained from the amygdalin of apricot-kernels, and by the action of lead nitrate on benzyl and benzyldene chlorides; specimens from the latter source are with difficulty obtained free from chlorine, even after purification by the sodium-bisulphite method.

Heliotropine, or synthetical piperonaldehyde, was introduced commercially in 1879, and since 1876 the price has fallen from about £4 an ounce to less than 20s. a pound. The aldehyde is obtained by oxidizing isosafrol, the product of the action of alcoholic potash on safrol derived from camphor oil; its constitution is expressed by the formula.



Vanillin was first obtained by Tiemann and Haarmann on oxidising coniferin and coniferic alcohol; it is now obtained by oxidizing isoeugenol, derived from eugenol by the action of potash in amylic alcohol, and has the constitution—



—The oxidation of isoeugenol is effected either with potassium permanganate or by means of oxidized air.

In 1893 Tiemann and Krüger isolated the odoriferous constituent of orris-root, which they found to be a ketone, $\text{C}_{15}\text{H}_{20}\text{O}$. They called it irone, and attempted to synthesize it by withdrawing one molecule of water from a mixture of acetone, $\text{C}_3\text{H}_8\text{O}$, and citral, $\text{C}_{10}\text{H}_{16}\text{O}$; the product, however, though having the formula $\text{C}_{15}\text{H}_{20}\text{O}$, was odorless, and they gave it the name pseudo-ionone. Recognizing that irone is a ring-compound and pseudo-ionone an open chain, they converted the latter into a ring-compound by dilute sulphuric acid, which gave rise to ionone, an isomeric ketone, having the characteristic odor of violets, and differing only from irone in the position of one ethylene linking.

New Alkaloidal Reactions.

Dr. Mecke has recently published (Zeit. Oeff. Chem.) a series of very interesting and new color reactions of various alkaloids with a solution of selenious acid in concentrated sulphuric acid—about 0.5 Gm. in 100 Gm. The reactions observed were as follows:

colchicine, digitaline, veratrine, and, particularly, the opium alkaloids. So far as the sensitiveness of the opium alkaloids is concerned, it was shown that 0.005 Mg. of morphine or codeine was clearly recognized by a distinct green color. In the case of thebaine, it is probable that the sulphuric acid is the effective agent, since the shade and intensity of the color are alike with pure sulphuric acid and with the sulphuric-acid solution of selenious acid. Papaverine affords a very intense reaction, 0.1 Mg. of the alkaloid still giving with 10 drops of the reagent a solution having the color of a concentrated methyl-violet solution. In the case of apomorphine the limit of sensitiveness is at about 0.005 Mg. of alkaloid. The greenish steel-blue solution afforded by narcotine changes in the course of an hour or so, and from the margin inwardly, to a cherry red, which is also afforded by pure sulphuric acid alone in a day or two. The blue color obtained on heating narcotine with the reagent is afforded by even the minutest quantities of alkaloid. Practical tests have shown that opium, by means of the morphine and codeine reactions, may still be detected in cases where it cannot be detected by any other means, because of the admixture of other reagents or minuteness of the quantity operated upon.

Bitter Oranges.*

By H. H. ROBINS.

In the London market this fruit is known under the name of "Sour Oranges."

They are chiefly imported from Malaga, Seville and Messina. In this order they arrive. The Malagas have just now commenced, but they are very pale in color, the Sevilles reach us about January, and the Sicilians February and March. Malaga supplies the largest quantity, and Seville the smallest, but no statistics are obtainable. There is in certain quarters an impression that only this latter fruit is the official variety. This error probably arises from the Seville district being the first to put on the market bitter fruit.

I was shown this week by a firm of city brokers a catalogue of a fruit sale in the year 1776; it contained a lot of six cases of Sevilles, but no mention of any other kind.

It was customary twenty years ago to

In Bentley and Trimen it is stated that "the fruit is imported from the South of Europe, and is known in London as the bitter orange or Seville orange."

The London Pharmacopœia, 1857, orders peel dried in February, March and April to be used.

The B.P., 1864 and 1867, describes ripe fruit imported from the South of Europe.

In the additions to the B.P., 1874, ripe fruit, under the name of bitter orange, was introduced, of which tinct. fresh peel was then ordered for the first time. The present B.P. simply mentions the peel of bitter oranges, and from the description given of the fruit only the fully matured is intended.

The bulk of the fruit imported is used by confectioners for making orange marmalade and preserved peel. Distillers are large users of both the dried and fresh peels in the manufacture of cordials, liqueurs, orange wine, etc. The drug and mineral water trades consume comparatively a small quantity. The outer part of the pericarp is the only official portion of the fruit used, so producers of this are left with the remaining pulp and pith.

These are known by them as "dummies," though they nevertheless help to produce a special transparent kind of marmalade, much in favor with the Scotch. It is important to use peel from ripe fruit in the official preparations, for then only is the full flavor of the essential oil obtained.

The present tincture is a good preparation, but it would be improved if it contained more of the peel.

Last season I secured representative samples of ripe fruit from each of the before mentioned sources, and the tinctures shown were made respectively from them.

The specific gravities and extracts obtained by evaporating the tinctures in a water bath until they ceased to lose weight are as follows:

Source of Fruit.	Sp. G. Temp. 60° F.	Grains per Fl. oz.	Ext. P. c. Ext.
Malaga	0.8808	9.05	2.35
Seville	0.8808	8.47	2.20
Messina	0.8811	9.04	2.35

It will be found that the tincture made from Messina fruit has the finest aroma, and this when diluted with 500 times its bulk of water still possesses an orange odor. This under similar conditions is not perceptible in either of the other samples.

There is apparently no difference in their relative bitterness. This property of the peel is fully developed in its unripe stage, and preparations made from such fruit are doubtless as useful for tonics as those made from the ripe, but they are certainly not so pleasant.

The percentage of extract in these tinctures is no guide to their strength.

The pith from lemons will yield more extract to 56 o/p spirit than the rind (the outer part of the pericarp), and the same is no doubt true of the orange.

Oil of orange is almost entirely volatilized at the temp. of a water bath, and any results obtained by such a method are absolutely misleading.

I probably ought to mention a variety of bitter orange that comes in small quantities from Jaffa. This fruit is better grown and finer in every respect than that from any other district.

Epinephrine is claimed to be the active constituent of the suprarenal capsules. It is basic, and has the formula $\text{C}_{17}\text{H}_{19}\text{NO}_2$. Its salts appear to possess inferior therapeutic activity.

	In the Cold.	On Warming.
Aconitine	Almost colorless, yellowish.....	Light brownish violet.
Apomorphine	Dark blue, violet.....	Gradually dark brown.
Atropine	Colorless	Almost colorless.
Bruceine	Yellowish red	Lemon yellow.
Cocaine	Colorless	Pinkish yellow
Codeine	Blue, rapidly turning to emerald green, then to olive	Steel blue, then brown.
Caffeine	Colorless	Colorless.
Colchicine	Intense lemon yellow	Yellowish brown.
Delphinine	Deep reddish brown	Brown.
Digitaline	Yellow, turning immediately to digitalis red, gradually fading out	Bluish violet, then red.
Morphine	Blue, for a short time, then intense blue to olive green	Dark violet.
Narceine	Faint greenish-yellow, then violet.....	Cherry red.
Narcotine	Greenish steel blue; later cherry red.....	Yellowish.
Nicotine	Yellowish	Intensely dark violet (methyl violet).
Papaverine	Greenish steel blue, then deep violet (methyl violet)	Faint brownish-red.
Physostigmine	Brownish-yellow	Yellowish brown.
Picrotoxin	Almost colorless	Light brown.
Quinine	Colorless	Grayish-brown.
Solanine	Reddish yellow	Colorless.
Strychnine	Colorless	Dark brown.
Thebaine	Deep-orange, gradually paling	Brownish violet.
Veratrine	Lemon yellow; later olive green.....	

From this it would appear that selenious acid is adapted for the detection of

speak of all bitter oranges "orange or Seville orange."

Queries and Answers.

We shall be glad, in this department, to respond to calls for information bearing on pharmacy or any of its allied topics, and cordially invite our friends to make use of this column.

The name and address of the inquirer must accompany the communication, not for publication, but to assure attention, as we make it a rule to pay no regard to anonymous correspondence.

Creosote Mixture.—L. J. S. writes that he has received the following prescription:

Creosote (Beechwood) ½ dr.
Syrup Acacia 3 drs.
Aq. gaulther 4 ozs.

He asks whether it would be best to use creosote water, adding a few drops of oil of gaultheria, and filtering through a wet filter or to dispense it precisely as written with a shake label, or to dispense it as an emulsion by adding the necessary quantity of emulsifying agent, the amount of syrup of acacia present being insufficient.

We think that the introduction of syrup of acacia into the formula may be taken as an indication on the part of the prescriber of a desire to have the creosote dispensed in the form of an emulsion, and we would advise the addition of sufficient acacia and a small quantity of some fixed oil so as to make an emulsion which will be permanent. The objection to the proposal to use the creosote water, dispensing the clear filtered mixture, lies in the fact that the patient would receive only about half the quantity of creosote intended by the physician, even if the creosote water is of full strength, which is not invariably the case.

Porous Plasters.—W. M. K.—The adhesive mass used on the face of porous plasters varies in composition, though the following may be taken as representing the general formula followed in the better class of plasters:

	Parts.
Rubber	2
Burgundy pitch	1
Gum olibanum	1

This mass is varied somewhat for different kinds of plasters and there is no doubt that cheaper substitutes for the olibanum are used. Powdered orris root also is frequently present in the mass as a diluent. To work this mass successfully, heavy and expensive machinery is required, and considerable skill is necessary to produce plasters which remain permanently flexible and adhesive. For these reasons the manufacture of porous plasters has practically passed out of the hands of the retail druggists into the hands of those who make them on a large scale.

Treatment of Snake Bites—H. B. G. wishes to know something concerning the treatment of snake bite with the gall of the snake. So far as we are aware no scientific study has been made of the possible effects of the gall of a snake in the treatment of its venom. The reputed value of this remedy seems to be based wholly upon popular superstition. In point of fact we doubt if many of the reported cures are due to the remedies given so much as to the forces of nature,

for we think that the toxic effects of snake bite have been rather exaggerated in the public mind. The most exhaustive studies yet made of the rattlesnake poison and its effects was carried on under the direction of the Smithsonian Institution of Washington some ten years since, and so far as we can recall at the moment, the most important deductions drawn from the experiments carried out there were that local injections of potassium permanganate, if made immediately (the poison being confined to the limb wounded by stopping the circulation of the blood), would neutralize the venom to a very considerable extent. It was also shown that the heart tonics, such as alcohol and strychnine, were of value in tiding the patient over the period of collapse. It is quite probable that in some cases positive harm has been done by the excessive quantities of whisky administered. In suitable quantities, however, there can be no question of its importance.

Ink for Shading Pen.—D. D.—The essential feature in the ink for use with a shading pen is simply the addition of a sufficient quantity of acacia or other mucilaginous substance to impart a proper degree of consistency to the ink. A mixture of two parts of mucilage of acacia with eight of ink gives about the required consistency. The following formulas will probably be found useful:

	Parts.
I.	
Water-soluble nigrosine	1
Water	9
Mucilage acacia	1
II.	
Paris violet	2
Water	6
Mucilage acacia	2
III.	
Methyl violet	1
Distilled water	7
Mucilage acacia	2
IV.	
Bordeau red	3
Alcohol	2
Water	20
Mucilage acacia	2
V.	
Rosaniline acetate	2
Alcohol	1
Water	10
Mucilage acacia	2

Depilatory Cream.—L. M. P.—The depilatory cream referred to is probably the following, which is largely used in the New York hospitals for the removal of hair from the skin previous to operations:

Barium sulphide	3 parts.
Starch	1 part.
Water	q. s.

The mixed powders are to be made into a paste with water, and applied in a moderately thick layer to the parts to be denuded of hair, the excess of the latter having been previously trimmed off with a pair of scissors. From time to time a small part of the surface should be exam-

ined, and when it is seen that the hair can be removed the mass should be washed off.

The barium sulphide should be quite fresh. It can be prepared by making barium sulphate and its own weight of charcoal into a paste with linseed oil, rolling the paste into the shape of a sausage, and placing it on a bright fire to incinerate. When it has ceased to burn, and is a white hot mass, remove from the fire, cool and powder.

Dyspepsia Tablets—J. J. C.—The well-known soda mint tablets sometimes do duty for this purpose. These simply consist of a mixture of sodium bicarbonate and oil of peppermint, the ordinary size of each tablet being 5 grains. A better formula, however, consists of a mixture of 3 grains of pepsin, or of caroid, ¼ of a grain of diastase, ¼ of a grain of extract of nux vomica, 1-12 of a grain of powdered ipecac.

Another formula, which has been recommended in this connection is:

Powdered nux vomica	1-100 gr.
Pepsin	¼ gr.
Bismuth subnitrate	2 grs.
Sodium bicarbonate	2 grs.

Another formula which has been proposed for dyspepsia tablets reads as follows:

Pepsin	1 gr.
Ginger	1 gr.
Pow'd ext. of hydrastis	2 grs.
Sodium bicarbonate	5 grs.
Jalap resin	½ gr.
Oil of peppermint	¼ dr.

Where bicarbonate of soda is used, papain, caroid or some other form of vegetable pepsin is claimed to give better results than does the ordinary pepsin.

Lotion for Chapped Hands.—A.

Rand.—The whole subject of dermal lotions was treated at great length in this journal for March 25, 1899, to which we refer you for the desired information. The following is a typical

HEALING LOTION FOR CHAPPED HANDS.

Quince seed	4 drs.
Salicylic acid	2 grs.
Glycerin	8 ozs.
Eau de cologne	2 ozs.
Distilled water	16 ozs.

Mix the quince seed with enough water to form a mucilage and strain. Dissolve the salicylic acid in the cologne water; add the glycerin and the remainder of the water.

Soda Dispensers' Guide—R. M.—

The most recent works on this subject are "Modern Guide for Soda Dispensers," by Wesley A. Bonham, price \$2.00, and "The Standard Manual of Soda and Other Beverages," by A. Emil Hiss, price, in cloth, \$4.00, in sheep, \$5.00. A most excellent work on soda and like beverages has recently been published by Chas. Lippincott & Co., of Philadelphia, manufacturers of soda fountains.

Acetate of Morphine and Carbolio Acid.—M. A. has observed that on mixing carbolic acid with morphine acetate deliquescence takes place. The same observation has been made before, and attention was called to it recently at a meeting of the Liverpool, Eng., Pharmaceutical Students' Association.

Spirit of Camphor as a Taenicide.
A case has recently been reported (Therap. Monatsheft, 1899, 632), in which a man aged seventy-nine took, through error, a tablespoonful of spirit of camphor, and two hours and a half later passed a complete tapeworm (taenia solium) without experiencing any pain or ill-effects whatever.

Correspondence.

The New Law for New York.

In my opinion the new pharmacy law is too drastic. No board in this country ought to have the power it confers. I don't believe that any legislative body would be foolish enough to pass such a law, for it usurps legislative functions. In the hands of a weak or unscrupulous board that law could be made oppressive and persecutive. Such a law would be contrary to our ideas of freedom. The drug trade will not generally indorse a law that will put them so completely under the rule of an autocratic body, composed of a few men.

W. A. D.

The Potter Chemical Corporation Versus the Retail Druggists of the United States.

To the Editor.

Sir: The final adjustment of the controversy now being forced upon the retail trade should be given a great deal more thought and consideration than it appears to have received. I know that in a great many localities their goods have disappeared from the drug stores—in fact, from stores of all kinds—but still, the druggists of this country should not be content until their preparations have passed into other avenues, or until they show some disposition to at least treat us fairly. It is a well known fact that the executive officers of the N. A. R. D. proffered their services to this corporation, confidently believing that as the representative of a very large proportion of the final distributors of their goods to the consumer their services would thus be accepted, or if not accepted some kind of a decent reason for declining them would be urged. But none came—in fact, all of their kindly offers were treated with silent contempt. This corporation no doubt has an idea that continual and expensive advertising will break down the barrier that the retail druggists have been placing in their way. This should not be possible under any circumstances for several reasons. In very few of the cities of this country is the retailer able to get even cost for these goods, and this is also true of many of the larger towns. In most places where it is sold at all a loss of 35 cents to 75 cents per gross is always sustained even when the dealer is in a position to buy their goods at the best price in \$25 lots.

Outside of the soap the demand for the balance of the products of this corporation amounts to little or nothing in this section, and if the retail druggists would use their influence to reduce the demand simply by refusing to handle any of their goods—no loss could possibly result to them. Besides I have found by actual experience that if the goods are kept in stock or offered for sale by the dry goods or department stores, if a committee selected by the retailers (take the best and most influential members) will call upon them, state the actual reason for declining to contribute to the success of this grasping corporation, in the great majority of instances even these people

will see both reason and justice in your demands and will drop the goods out of stock. I know this has been the result in some places. One of the largest department stores here did not hesitate one moment in calling their buyer and instructing him not to "stock" the goods at all, saying to him in the presence of the committee, "These are our patrons and our friends." With a little effort this could be done almost everywhere.

If each retailer could make up his mind that in opposing these people he is holding up and assisting local associations, it would be a very commendable act. But some retailers will say, "I have nothing to complain of—I get full price for everything I sell." This is not the question. He does not get full prices as a result of any action of the Potter Company or of any aid or assistance that they would give him. He gets full price simply because no one in his particular locality has availed himself of the \$25 quantity, and if he cannot buy that much he has to pay almost retail price in a smaller quantity—or else by organization they get full retail price. While this is a fortunate situation still every druggist, knowing the hostility that this corporation has manifested towards the retailers of this country should not allow the little profit that these people allow to deter them from sending their aid and assistance to the common cause.

There is not a dealer in this country but who, by his personal influence, could reduce the demand a dozen or two. If every retailer could do this in each year it would mean 40,000 to 80,000 dozen—quite a little hole in the revenues of this concern. Let every retail druggist, whether a member of a local association or not, do his level best in support of the associations who have been treated with such thorough lack of consideration. Do not keep the goods in stock; don't substitute at all. If your patron desires to know why you don't keep these goods, tell them that at even full retail price, this is not enough profit to enable you to pay your honest debts and support your family. Not one fair-minded person out of a hundred but what will justify you in the position which you have taken.

The above is simply the expression of my individual opinion as a retail druggist to other retail druggists.

SIMON N. JONES.

Louisville, Ky.

The First Call to Assemble.

Seabury & Johnson very recently refused to supply their productions to jobbing houses in a large Western city, on complaint of the local association, comprising over 200 druggists, that the wholesalers were selling their wares to department stores, grocers and arch-cutters. We took a firm stand in defence of the local association. Orders received from the jobbers were returned unfilled; we gave characteristic reasons for our conduct. Indirectly I was informed that one of the firms threatened to prosecute me, I presume, for restraining trade. Well, I told my informant that they could sue and ————!!!! that we had just as much right to choose our customers as they had to encourage the sale of the articles of the pharmacy to the worst elements in modern commerce in order to stab their best friends and customers in the back, as such transactions not only lowered the tone of the Profession of Pharmacy, but that it was not in the interest of the pub-

lic welfare to continue the sale of de-based medicines and preparations in such bazaars, nor was such a change of distributors desirable or necessary in the interest of the public welfare.

To the honor of the local association, they acted with great determination, and in no misleading language gave their jobbers to understand for the last time what they could expect, if their practice continued, and where their interests were lodged. A few days ago we received the following notice from the secretary of the local association of retail druggists:

Messrs. Seabury & Johnson,

As secretary of the _____ Association I take pleasure in advising you that the wholesale houses in this city have ceased selling goods to Department Stores and Aggressive cutters, and that other difficulties heretofore existing between Wholesaler and Retailer have been satisfactorily settled. Respectfully,

_____, Secretary.

This communication gave me more unalloyed pleasure than if a million dollar legacy had fallen to my lot. A veritable commercial sunbeam. Brace up, brethren, this act, I now believe, is the beginning of the end of our grievances. We will all see the wisdom of this new departure. The volume of sales in the United States will be no greater, whether they are disposed of by pharmacists and druggists, or irresponsible tradesmen! The latter who, by training and education, are ineligible to practice pharmacy should be legally restrained from practicing pharmacy or recommending medicines.

Now that the spirit of justice and trade fellowship has entered the minds of jobbers in the locality noted, provided they honorably sustain their obligations, the local druggists should in turn support them loyally in their trade relations; yet the association must exercise the utmost vigilance to prevent other jobbers from supplying the objectionable branches of trade, with the wares that the local jobbers have ceased to serve. Doubtless the "cutoffs" will endeavor to purchase their supplies elsewhere. Watch all manufacturers and jobbers alike. You will find some that will "sell their necks for a mess of pottage"; they can easily be managed by the National Association of Retail Druggists, Bureau of Information, and Committee on Ways and Means. The radical methods now being introduced should have been introduced twenty years ago, whereas a lapse of a Rip Van Winkle age has been found necessary to consolidate the mercantile interest of pharmacist, manufacturer and wholesaler which is destined to make us a happy and undivided commercial family.

GEORGE J. SEABURY.

The Propagation of Vaccine.

One of the most interesting articles upon vaccine, which has come under our notice, is one which appears in "Therapeutic Notes," published by Parke, Davis & Co., Detroit, Mich., who will send a copy free of charge to applicants mentioning the AMERICAN DRUGGIST. The article is admirably illustrated and most interestingly written.

Ylang Ylang Oil Will be Scarce.

The shrubs from which ylang ylang oil is obtained grow only in the suburbs of Manila, which has been the principal scene of operations of our army in the Philippines. The soldiers have been compelled to cut the shrubs away to facilitate the movements of troops. It will take at least two years to grow new plants from which a crop of oil can be extracted.

Advertising Ideas.

Under this heading we shall conduct a practical discussion of store methods and advertising for retail druggists. The Department Editor will be pleased to criticize advertisements, suggest improvements and answer all questions coming within the scope of this department, provided they are accompanied by the name and address of the writer.

ULYSSES G. MANNING,

DEPARTMENT EDITOR.

EASY HOLIDAY ADVERTISING.

RESULTS from advertising are greater at holiday time than at any other season. People read advertisements more carefully at this time; they feel the need of the help that the ads give. It requires little skill to do good holiday advertising. Just tell people about your goods, give lists and prices, with a word of description or suggestion here and there. Don't be afraid to use plenty of space if your stock is large. Don't worry over what to say, simply tell people what you have and what it costs. Detailed prices are not always necessary, but the range of prices should be given. Go through your stock with a notebook in your hand, jot down the items, making such comment as occurs to you. When you have done this write a few words of introduction to your notes and send them to the printer. The result may not be a perfect ad, but it will be good enough to sell goods at holiday time.

Prize Advertisement.

The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize is this time awarded to John J. Holland, Manchester, N. H.

Criticism and Comment.

Hot Soda Ads.

Mr. Holland receives the prize for his two hot soda ads. They are good ads, but a little crowded. This advertiser can afford to take a little more space. Little good retail advertising is done in less than five inches, single column space. Good advertising requires that something be said, and it is not often that it can be properly said in three or four inches, allowing space for proper display. One of these ads was set in nonpareil, which is a size of type too small for anything but short paragraphs. There is a dearth of good hot soda advertising; there is a chance for some educational advertising. This is, I think, needed in nearly every community where hot soda is sold. People

will have to be taught to drink it. They don't get thirsty in cold weather, and hence you must appeal to something besides their thirst. Put stress on its warming, stimulating and refreshing qualities. There are many interesting things to tell about hot soda, many alluring arguments to present, and the subject should be treated from all sides. If hot soda is new in your town it pays to be liberal in the matter of free drinks; this is true advertising and you are not apt to overdo it. Drinking is largely a habit, and it is good business judgment to sow seeds of the habit broadcast.

Gala Day Advertising.

Editor Advertising Ideas:

I have not sent you any advertising for a long time, but this week I feel that you ought to see my weekly output.

We have had a large firemen's parade and carnival here, bringing perhaps fifteen thousand visitors to town, and everybody tried to outdo

**Well,
We're All
Ready for You.**

Our Hot Soda—all flavors—piping hot—is all ready for you. We serve everything that is good, wholesome and delicious. Like our Cold Soda, we serve the very Best. You know we are known as the leaders in Soda making. If you want a hot drink, we will demonstrate to your utter satisfaction that we have not lost the "knack" of making "Good Soda." When you want a delicious hot drink try our

**Hot French Chocolate
with Whipped Cream, 5c.**

Cold Soda the year round.

**JOHN J. HOLLAND,
PRACTICAL PHARMACIST,
893 ELM STREET,
Manchester, N. H.**

Prize Advertisement.

everybody else in advertising. The three ads were used the day before, the day of and the day after the parade. I also enclose a programme that had a circulation of 15,000. The matter in

this ad is not original, but want your opinion as to the way it is set up. Thanking you for favors, assistance, etc.,
H. W. REUSSWIG.
Somerville, N. J.

Hot Soda —AT— Holland's.

We have made all preparations to serve as delicious, rich and delightful Hot Soda as was ever served. Like our Cold Soda, it is only one branch of our ever increasing business. Our aim has always been to serve the "Best Soda" and if we haven't succeeded, we don't see why; anyway the crowd is always headed our way. Hot Soda is rather more difficult to make delicious than anything served in the line of drinks. Remember this—though we have the "knack" of making rich, wholesome and delicious hot drinks, there are many that cannot.

**Hot French Chocolate
with Whipped Cream, 5c.**

**JOHN J. HOLLAND, 893 Elm St.,
Practical Pharmacist
MANCHESTER, N. H.
Cold Soda the year round.**

Prize Advertisement.

The ads used by Mr. Reusswig before, during and after the carnival bore the following headlines, which epitomize their character: Decorate To-day; Look for Our Float; Pretty nice, wasn't it?

Such ads have little value except to impress the public with the enterprise and public spirit of the advertiser. This is desirable enough and is all that should be attempted. The effort made in this instance to attach a little business argument to the ads weakens them.

The program ad, on which an opinion is wanted, is very neatly set indeed; if it were not so large it would be reproduced. Advertisers should not expect much results from advertising done on these special occasions. It does not pay. People have other things on their minds, besides the mass of advertising is so great as to neutralize the efforts of all the advertisers.

The idea that big days, fairs, carnivals, etc., afford fine opportunities for advertising is all wrong. They are opportunities to waste money. The time to get at people is when they have time and are in the mood to listen. A big crowd suggests great possibilities, but the fact that it is a crowd, a crowd drawn together by interest in the occasion, makes it of little use to you to intrude your interests. Half of such crowds are frequently beyond your radius of trade, and it would be impossible for you to interest them.

A Logical Circular.

Hoagland's Pharmacy, Cobleskill, N. Y., submits a four-page folder entitled, "A few reasons why you should use Hoagland's Sarsaparilla and Dandelion Compound."

The circular is made up of these reasons, which, in the main, are good ones. The chief points made are: That an ex-

perienced pharmacist is qualified to make as good a remedy as any on the market. That he feels a personal responsibility for its action, and uses care in the selection of materials and in its preparation. That this is not a secret nostrum, but that the formula appears on each package. That the remedy is a thoroughly effective one,

DRUGS and CHEMICALS are needed every day IN THE KITCHEN.

SPICES

No food product is as much manipulated and adulterated as are the spices which are so necessary an adjunct to the household. This manipulation is so generally known, that pure food laws were passed by a number of States in an endeavor to stop the practice, but without avail. Recognizing the conditions as they exist, we carry a line of

"Pure Food" Ground Spices,

and guarantee them to be *absolutely* free from any admixture whatever. The following comprises a full list of "PURE FOOD" SPICES:

Allspice, Zanzibar Capsicum, African Capsicum, Cassia, Saigon Cassia, Ceylon Cinnamon, Cloves, Jamaica Ginger, African Ginger, Mace, Mustard, Nutmegs, Black Pepper, White Pepper. Try our

PURE EXTRACTS OF LEMON AND VANILLA,

our own manufacture. You can make a superior Baking Powder by using two parts of our chemically pure Cream of Tartar to one of Bi-Carbonate of Soda, and avoid alum and other injurious compounds. Turmeric, Mustard and Celery Seeds for pickles. We are sole agents for

"MALTESE CROSS" VIRGIN OLIVE OIL.

The best place to

Get Drugs is At a Drug Store.

The druggist knows more about them than other people.

ASK US ABOUT KITCHEN DRUGS.

Pure Goods Only at

WHITWORTH'S PHARMACY

As Printed by Whitworth.

and that to get results you do not have to supplement it by the use of the pills, plasters, and other catchpenny side remedies worked by many proprietary concerns. That the bottles contain sixteen ounces while others contain but twelve, and the price is 75 cents, while others are \$1.

This is a sensible, straightforward circular and can be relied upon to bring results.

Repelling Display.

Whitworth's Pharmacy, Deer Lodge, Mont., submits a fairly good ad, in the setting of which the printer has done all sorts of things. In order to display the resources of his shop, he has used eight or ten faces and sizes of type, and the display is truly wonderful. Looking at this ad, one would never imagine that it contained interesting facts and good argument. The setting repels the eye; the various displayed lines neutralize each other. There is nothing to arrest the glance of the reader, and nothing to hold him if he does see it.

Simplicity is strength in ad setting. No ad of this size ever needs more than one prominent line, and that should be the headline. Other display lines may be used without particular harm, but they add nothing to the strength of the ad. Whether your ad wins or escapes attention depends on its headline, and the headline can often be made more prominent by use of a border. A good headline, and a border when required, are what you must rely on to make your ad stand out on the page. The body of the ad should be set in the simplest possible manner. It is in the body that you tell your story, and there is just about as much use of introducing freakish display there as there would be for an orator to interrupt his address every few minutes to turn a somersault or stand on his head with a view to hold the attention of his hearers.

By way of illustration, this ad has been revised a trifle and reset. The ad covers too much ground; there is enough material here for two or three good ads. Some may think that the revision of the ad does not do justice to all the articles advertised through failure to give them prominence in the setting. That is a difficulty that cannot be met and still make the ad look readable. Get people started on an ad and they will go through it; the trouble with the original ad is that it is not apt to start them.

Mr. Seabury Wants Opinions.

George J. Seabury would be pleased to hear from every druggist to whom he presented a copy of his "Shall Pharmacists Become Tradesmen?" He has received nearly a thousand acknowledgments; many expressed themselves freely, and Mr. Seabury intends publishing their opinions. Thus far the answers to his query are decidedly negative and many are extremely flattering and complimentary. Such a compilation from every section of the Union would be instructive even to our weak-kneed and indifferent brethren. Send a few lines indicative of your judgment to George J. Seabury, 59-61 Maiden Lane, N. Y.

He Don't Keep them for his Health.

"Physician, heal thyself" is an oft-quoted Biblical phrase. It has considerable meaning just now in the case of a well known figure in the proprietary trade who is suffering from a slight attack of eczema. The gentleman in question is in a position to place his hand upon any one of a hundred proprietary articles guaranteed to cure cases like his without the slightest trouble in double-quick time. Not only this: but every one of his friends have advised a different remedy at the rate of two or three a day.

Under these peculiar conditions it

seems rather odd to state that the gentleman is getting better fast. But such is the case. To an AMERICAN DRUGGIST reporter, who failed to realize the improvement under the circumstances, he said:

Kitchen Drugs.

"PURE FOOD" SPICES.

Of all the food products used daily in the kitchen, spices are the most commonly adulterated.

Pure food laws have been passed by a number of States in an endeavor to stop the practice, but without avail. We afford you absolute protection in this matter, for we carry the following list of "Pure Food" Ground Spices, which we can guarantee to be free from admixture or adulteration:

Allspice, Zanzibar, Capsicum, African Capsicum, Saigon Cassia, Ceylon Cinnamon, Cloves, Nutmegs, Jamaica Ginger, African Ginger, Mace, Mustard, Black Pepper, White Pepper.

OTHER KITCHEN DRUGS.

Try the pure Extracts of Lemon and Vanilla of our own manufacture. You can make a superior Baking Powder by mixing two parts of our chemically pure Cream of Tartar with one part of Bicarbonate of Soda, and thus avoid alum and other injurious ingredients. We have Turmeric, Mustard and Celery Seed for pickles. We are sole agents for "Maltese Cross" Virgin Olive Oil.

The safe place
to get drugs is
at a drug store.

WHITWORTH'S PHARMACY

Whitworth's Adv. as Revised.

"It is very simple. I leave the remedies on the shelves for sale to our regular customers and forget just what it is my friends advise me to take."

"And what do you use?"

"Just what my doctor at home orders, and nothing else."

PROPRIETARY DEPARTMENT.

Conducted by Richard Quincy Muns.



DR. FREDERICK HUMPHREYS.

Founder and President of the Humphreys Homeopathic Medicine Company, New York City.

Dr. Frederick Humphreys, the founder and president of the Humphreys Homeopathic Medicine Company, one of the most successful proprietary medicine firms of the day, was born in Marcellus, Onondaga County, N. Y., in 1816. He was the son of Erastus Humphreys, one of the pioneer homeopathic physicians of Central New York. Obtaining a good academic education at Auburn, where his father had removed in 1823, he passed his youth as a clerk in a store, and later, with an uncle and cousin, in the clock business in the South, where he acquired much of that knowledge of men and of business methods which has since proved so potent in his subsequent career.

Eventually he entered the ministry of the Methodist Episcopal Church, in which his gift of ready speaking, his engaging manners and his administrative abilities, rendered him acceptable and successful. Having already learned much of medical science in his father's office, he united to some extent the practice of medicine with that of preaching; but this, eventually, proving unsatisfactory, he devoted himself afresh to the study of medicine, especially in the new science of Homeopathy.

Devoting himself assiduously to the French and German languages, to which homeopathic literature was at that time almost entirely confined, he made rapid advance in his knowledge of the therapeutics of that school, and completed his investigations by a full course of instruction at the Pennsylvania Homeopathic College, in Philadelphia, from which he received his degree of M. D. in 1850, and returned to Utica, N. Y., where he engaged in a very large and successful practice with his father. Together they issued a series of "Tracts for the Times," on the homeopathic practice; and he also wrote his valuable monographs on cholera, dysentery, etc.

What brought the young physician, however, most to the notice of the profession was his investigations, during the period between 1848 and 1852, into the nature and therapeutic value of the poison of the Honey-bee (*Apis Mellifica*) and his monograph on this subject, published in 1852, was one of the most valuable contributions which homeopathic literature had then received from American workers. He also brought to the notice of the profession the value of "Nux cum Sale" as a remedy in intermittents, and three years later, with the aid of his class at the Homeopathic Medical College, at Philadelphia (his alma mater, to which he had been called as professor of homeopathy, pathology and medical practice, in 1853), he proved and added "Plantago Major" to the materia medica of the Homeopathic School.

Three years of lecturing in Philadelphia made a brilliant record for him and success for the college; but, meanwhile, he had originated the system of homeopathic specifics with which his name has since been so prominently connected; and this innovation upon so-called professional etiquette and ethics led to a rupture between himself and the college, as well as his professional friends and associates, and ultimately to his resignation from the faculty of the college. But, having received, as he believed, a new light upon this vexed medical question and having adopted a course which appeared to him to be fraught with possibilities of immense good not only to the profession, but to humanity at large, he firmly adhered to his specifics, despite the jealousy, obloquy and ridicule of his former professional associates, who now see that the specifics have done far more for the extension of homeopathy than all his labor as a teacher or general practitioner could possibly have done. The cruel experiences of that period of his life, however, did not sour his temper, nor check his perseverance in the course which he had marked out for himself. Undaunted, he manly faced these disadvantages, as well as the obstacles of fraud, chicanery and rascality to which, at various times, he has been subjected in his business career.

Dr. Humphreys' writings in connection with his business and profession

have been numerous. His little "Manual" (distributed gratis) has a yearly circulation of several million copies in the English, German, French, Spanish and Portuguese languages, and is being issued at the rate of a million a year. His "Mentor," a larger and very exhaustive work on the specifics, for family use, in the above languages, has also a large circulation, as also has his "Veterinary Manual, Chart and Remedies." He has been a frequent and always a valued contributor to (especially) the earlier homeopathic literature, magazines, etc., and to the "Animal Friend," issued by the Society for the Prevention of Cruelty to Animals.

His "Humphreys' Genealogy," a splendidly illustrated quarto of over 1,100 pages, attests the pride which he rightfully feels in a descent from an illustrious and intellectual ancestry.

And now, at the ripe age of 83, the "good doctor," as he is affectionately spoken of by thousands of grateful patients, finds himself at ease in his possessions, successful in the work of his life, and with the consciousness of having played well his part in the world's drama, of having labored faithfully and, more than all, of having in no small degree contributed to the welfare and happiness of our common humanity.

It is almost needless to add, that the trade has found in Dr. Humphreys an active, willing and most efficient worker in all that pertains to its extension, welfare and defence, and that the reports and communications prepared by him, at their request, have always proved valuable and acceptable.

NEWS AND COMMENT.

The Failure.

ABOUT ten years ago, if my memory serves me right, there appeared in the columns of a New York daily newspaper a brief but significant item of news. It consisted of a letter from a country correspondent to the District Attorney, and the District Attorney's reply thereto. The man in the country said he was a consumptive, and had been induced, by a guarantee of cure, to buy and use a quantity of a consumption-curing emulsion. Not having been cured, and presumably despairing of other recourse, he laid the whole question before the District Attorney and invited him to take such action as the law allowed. The District Attorney replied that nothing could be done in the matter, inasmuch as the "fakirs," as he called the consumption-cure people, had taken good care not to offend the criminal code in any way, and, being financially irresponsible, could not be made to pay damages under a civil action. Some time after the publication of this correspondence, the concern in question went through some kind of an upheaval, and came out of it with a brand new name. Since that time, a well-known figure in advertising agency circles has been prominently identified with it as owner, in part or wholly.



The Success.

It is interesting to watch the great express vans pull away from before the shipping rooms of this concern laden with packages of the consumption-curing emulsion. For the business is booming, nowadays, and of a truth, victory has been plucked from the arms of defeat. Which shows what a good advertising man can do when he wants to. Judging from the express wagons, there is a tremendous mail-order business being done down there. Possibly that is the major part of the business. But be that as it may, it is a highly profitable function, palpably and demonstrably. One has only to gaze for a moment upon the Gorgeous Being who owns the thing, the advertising man aforementioned, to be speedily convinced. Nothing that comes south of

Fourteenth street can hold a candle to him in the matter of clothes, of finger rings, or of swagger air. As to the rings, he is said to carry a matter of a thousand dollars worth of jewels on each finger, and twice that value on each thumb. He has been known to admit that his home establishment costs him a hundred and fifty thousand dollars a year. It is not to be supposed, of course, that all his income comes from the emulsion business. A man of his peculiar business talents has naturally other interests. But the emulsion undoubtedly gives its substantial quota to the glorious pageant of his life. The express vans of every day in the week are eloquent of that.



The Glittering Cause.

I freely confess that the Gorgeous Being puzzles me. I have sought for years to wrest from an analysis of his mental make-up the secret of his success in money-getting—but I have failed miserably. The slow and pointless speech, the dull and fishy eye, the heavy, lethargic movements of his great body, the opera bouffe extravagance of his clothes, all seem indicative of an intelligence below the ordinary. Superficially, he appears as an altogether foolish and ridiculous figure, but, leaving his clothes and his air aside, and considering simply his success in money-getting, he is not a fool at all. Commercially speaking he is as full of practical sense as an egg is full of meat. If financial success be the ultimate test the Gorgeous Being is undoubtedly IT.



Concerning Advertising Agents.

Truly, there is nothing in a man's business about which he should exercise such care as in the selection of an advertising agent. The advertising agency field is crowded to suffocation with the mentally, morally and financially bankrupt. Sharp Gentiles and sharper Jews with not enough conscience between them to equip one healthy man, jostle and strive for every agate line of advertising space that is going. Even women, and some all-but-children add to the clamor of it. There is probably not a business on God's footstool that is so infested with fakirs as this, unless, indeed, it be the faith-cure line. And the advertising agent who is a fair corollary of the faith-curer is the fellow who professes to know more than it was ever given to any man to know—the Argus-eyed sage, prophet and necromancer who, for a consideration, will make any man his fortune. This particular genus commonly projects itself by means of a periodical publication with an inspiring title, in which appears a ceaseless and somewhat bewildering flow of the gifted author's golden grains of wisdom "beginning with the laws that keep the radiant planets in their courses, and ending with some precept deep, for skinning eels or shoeing horses." As Mark Twain says apropos of something else, it is a little like a dictionary that has taken a pill. Conscientious and capable men who have spent a lifetime in studying the great question of how, when and where to advertise, are usually frank enough to admit that, largely, they have to work in the dark—that so far from advertising being an exact science in which a man may travel unerringly to a predetermined goal, it is for all the world like playing

roulette, or the races, or any other tom-foolish game of chance. The advertising agent who professes to be able to go into a merchant's office and diagnose his case with the certainty of a physician examining a patient, is a charlatan who should not be listened to seriously for a moment. He is a fakir pure and simple. He only exists because America is a country in which audacity carries a man further than brains will. I think I could count on the fingers of one hand all the advertising agents in the United States I should care to deal with if I had anything I wanted to advertise to the public.



Dr. R. V. Pierce and His Methods.

However much I personally like and respect Dr. R. V. Pierce as a golden medical discoverer and a man, there is one thing about his advertising which is a serious annoyance to me, for it is ethically bad and economically worse. Listen to him in one of his recent advertisements: "The old saying that a man who is naked can't give away his shirt, is only another way of saying that you can't give away free medical advice or any other kind of medical advice if you haven't got a medical education and a certificate to the fact in the form of a diploma. And in this particular a woman has no more privilege than a man. She can't give medical advice without medical education and medical knowledge." O, doctor, doctor, bethink you of the effect of such words as these upon the public, if no higher thought possess you. They advertise the fact that you are afraid of the competition of some woman who gives "medical advice." You stimulate the public curiosity about her. Presently, when her advertisement is found, it is carefully read to see what she may have to say about you. Lo, and behold! like a pearl among women, she has no retort to make. She occupies the invulnerable position of minding her own business and paying no heed to yours. The public finds that comfortable and pleasant, and they like her for it. You, on the other hand, seem ungracious, soured and disappointed, as though your diploma had proved too rich and wasn't agreeing with you. Further, the suspicion is apt to enter in and linger, that the "woman" who "has no more privilege than a man," has yet more business. Advertising one's competitor in any way is bad policy from whatever point it is viewed. There is one other thing in this advertisement which, coming from a decent, dignified doctor with a diploma, is a little too self-satisfied to be satisfying. "Do not forget that there is just as much difference in doctors as in artists. Every little town has its artist who draws and paints. But these artists generally paint copies of the works of great artists like Millet. There was only one Millet." The inference is plain that as Millet is to other artists, so is Dr. R. V. Pierce to other physicians. There is surely no greater advertising blunder committable than to suppose that the public has no discernment.



The Attitude of the Jobber.

A manufacturer told me a story the other day, illustrating the fact that whereas it is not difficult to obtain the co-operation of the retailer, it is sometimes all but impossible to get the jobber to act as a free and unimpeded channel of dis-

tribution. He cited his experiences in the States of Kentucky and Georgia. In the former State, his advertising was bringing him scant returns in the way of orders, and visits to the jobbers elicited no explanation of the phenomenon. Apparently, there was no demand, and that was all there was to say about it. Not quite satisfied with this, he selected the names of fifty or more retail druggists and addressed to each a personal letter, together with a small quantity of his goods to be paid for when sold. In a sort of time, more than 90 per cent. of those he had thus approached, voluntarily sent him the money for the consignment, and thereafter orders from the jobbers began to come in. In the State of Georgia, he was doing little or no business, and he sent an agent down there to investigate. The report came back that all the jobbers were stocked with goods they had had on hand for some time, and were disposed to grumble at the lack of demand. He then called on a number of retailers and asked them if they found any demand for the goods. Yes, they had found a demand, but as the jobbers did not carry the goods in stock, the demand had not been satisfied. He then began a systematic canvass of the retail trade throughout the State, sending in the orders to the jobbers as he took them. After that, he called again upon the jobbers to find if they had filled the orders. They had filled them only so far as their existing stock went, but nothing beyond that. No attempt to replenish had been made. He endeavored to get them to give him orders, but failed. The utmost they would do was to order just about enough goods to fill the remainder of the unsatisfied orders he himself had sent them. Under instructions from the manufacturer, he then instituted a house to house campaign, employing for the purpose sixteen experienced men and making a \$3 offer to the household which could be satisfied either at the drug store or would be shipped carriage prepaid from the factory. The manufacturer tells me that the results were something surprising in the way of persistent mail orders. He has done more business in the State of Georgia in a month than he did in any previous year. And practically all in mail orders—nothing worth mentioning from the drug trade. The jobbers of Georgia have not responded in the slightest degree to the work done. That there is a strong local demand is evidenced from the fact that he recently received an order from an Atlanta cutter for more goods than he had sold the entire jobbing trade of the State in any year. He declined to fill the order because he felt he could not afford to have the retail price sacrificed. There may, of course, be reasons why the Georgia jobbers do not want to fill this manufacturer's demand. They may have their own reasons for knifing him. But it is the commonest of complaints that jobbers will in no case help a demand, and in many cases seem to devote some energy to defeating it.



Jobbing in Retail Quantities.

A New York city manufacturer tells me that local jobbers are becoming worse than ever before in the matter of buying only enough goods to supply immediate orders. They have a corps of small boys who go about the town with

baskets on their arms, picking up a twelfth of a dozen here and a twelfth of a dozen there, and not infrequently coming back several times in a day to the same place for other twelfths. He says, too, that jobbers of other towns write to him and instruct him to send twelfths of a dozen to customers by mail, and bill to them less the usual discount. "I feel," says he, "that if I decline to fill these aggravating and costly little orders, the jobbers will simply turn them down entirely. I would rather submit to the injustice of having to fill them than to the worse injustice of having my specifications scratched." This twelfth of a dozen business is nothing but retailing under the mask of jobbing. It is practiced upon the smaller manufacturers as a regular thing, and upon the larger wherever they will submit to it. It is being done to a greater extent to-day than ever before. It is a most serious hindrance to any manufacturer at the outset of his career, staying his progress and adding materially to his cost. It is calculated to drive many into dealing direct with the retail drug trade. It is part of the forces which are disintegrating the business of the jobber, and to which he himself is a party. The consolidating of four jobbing houses in Boston is a movement in the right direction, and if followed in other centers, will tend to bring about a healthier condition in the entire drug business. Truly, we are laboring under a plethora of jobbing houses.

A Most Commendable Action.

The J. C. Ayer Company is making a special offer to the retail drug trade that has the full assent and approbation of the executive committee of the N. A. R. D. Upon promise to do three things, the retail druggists may obtain concessions in the way of extra discount on purchases of 25-cent size Cherry Pectoral, which will insure them a net profit of 46 to 55 per cent. They are to agree not to cut the price below 25 cents, not to substitute any other article when Cherry Pectoral is called for, and to give the J. C. Ayer Company a free window display any time before next March. Druggists are supplied with coupons for use in ordering of their jobbers. The jobbers indorse the coupons with date of shipment, and thereupon the Ayer Company forwards to the retailer a check covering the discount on his purchase. This is calculated to effectually dispose of price-cutting on the article in question, and moreover, it brings the retail druggist into mutually responsible relations with the manufacturer, a thing to be desired above all others in the drug business. If it fail, it will be because the retail druggist himself has been disloyal to it, a contingency not likely to arise in the present crisis of affairs. The Ayer Company shows good judgment, not alone in the offer itself, but in obtaining the indorsement of the N. A. R. D. before putting it into effect. The work of the retail association is of so intelligent a character that loyalty to it from every branch of the trade is to be expected. Nothing should be done without their advice and consent.

As to Some Retailers.

I met the agent of a Western concern which makes a business of buying up dead proprietary stock, the other day, and got from him an interesting item

which throws a sidelight upon the ways of some retail druggists. "I bought a quantity of dead stock from a druggist a while ago," he said, "and told him to pack and freight them to my house. When they arrived, I found he had used for packing a lot of newspapers and stamped wrappers. I took from the lot \$2 worth of good uncanceled stamps. Some poor sucker of a proprietary medicine man had sent this fellow the papers already wrapped and stamped to be mailed to his customers. Probably he had paid him cash money for his trouble in writing in the addresses, as well. I know another druggist who got about a thousand envelopes containing three pills each from a proprietor, and which he was supposed to distribute as samples, and so stimulate the demand created by the newspaper advertising. He opened the envelopes and dumped the pills into a bottle, and when any demand for the goods came by reason of the advertising done, he sold the pills by the dozen. I know another druggist who has an overhead storeroom where all the almanacs, calendars, and other advertising matter coming to him are taken immediately upon arrival. There must be three feet deep of printed matter in that room. I saw stuff of five years ago there. He never distributes anything. I suppose he intends to, but just puts it up in that room to get it out of the way in the meantime, and then he forgets all about it. Oh, yes, there are some daisies in the retail drug trade."

The Rebate Plan.

The AMERICAN DRUGGIST recently addressed a question to Mr. Frank A. Faxon, chairman of the Proprietary Committee of the N. W. D. A., who replied as follows: "Replying to your question, 'Do jobbers conform to the rebate plan when they in all cases sell their goods to the retail trade at prices prescribed by the manufacturer?' would say that they most certainly do?" This would seem to set at rest a question which seems to have been a debatable one in the minds of many. The only restriction which the rebate plan lays upon the jobber is the restriction as to price. If he conform to the price laid down by the manufacturer, he is performing his whole duty in the premises. One still hears a good deal about jobbers supplying cutters and department stores in a surreptitious way—which is all nonsense. There need be nothing surreptitious in the matter, nor is there. It is all perfectly frank and open. Of course, the prescribed prices of the rebate plan are daily sacrificed, and I do not see how Mr. Faxon is going to correct the evil. As I pointed out in these columns before, it is a not uncommon practice for big cutters to furnish every jobber within reach a copy of an order for a multiplicity of goods with rebate goods amongst others, and to give the order to the jobber who makes the lowest bid on the lot. A Star Chamber investigation could make nothing of it. It is beyond human ingenuity to correct.

RICHARD QUINCY MUNN.

Change in Pettingill & Co.

The announcement was made last week in Boston that on January 1, J. T. Wetherald, of the firm of Pettingill & Co., would sever his connection with that concern. Mr. Wetherald has been associ-

ated with the firm of Pettingill & Co. sixteen years, and has been a partner for twelve years. The reason for this step is that he has become closely allied with, and financially interested in, several proprietary medicine concerns. Mr. Wetherald is president and a large stockholder in the Comfort Powder Company, of Hartford, Conn., and of Chester Kent & Co., of Boston. Besides holding these responsible positions in the above firms he is sole director of the advertising placed by the Lydia E. Pinkham Medicine Company. He has also found that his health will not permit his doing justice to these various enterprises and the other duties which naturally devolve upon him as a member of the firm of Pettingill & Co. The advertising of all these firms, including the Pinkham advertising, will continue to be placed by Pettingill & Co. Mr. Wetherald issues the following statement: "In withdrawing from the firm of Pettingill & Co., it is gratifying to know that there exists between my partner, Mr. Pettingill, and myself the kindest feeling; in fact, two men could not feel more personal interest in each other. No man ever had a better partner or truer friend than I have had for twelve years. My interest in Pettingill & Co. will continue in many respects as great as it is to-day, and any newspaper advertising which I am now or may become interested in will be placed by the old firm." His many friends wish him the best of success.

Proprietors Cutting Off Supplies.

A correspondent from Buffalo writes: "The committee on legislation of the Proprietary Association of America appears to be acting in good faith in its effort to carry out the arrangement with the N. A. R. D., looking to the suppression of price cutting. Chairman E. C. DeWitt and Attorney J. L. Douglass, of the committee, have lately been to Philadelphia and New York, holding a full meeting of the committee in the latter city, where it was arranged to meet the committee of the N. A. R. D. in Washington, principally to confer with Senator Mason, of Illinois, who appears to have a plan of operation which, however, has reference mainly to the reduction of the stamp tax. There is no concealment of the fact that the manufacturers have less faith in the undertaking than might be desired, but they are eager to make some sort of a trial of the plan, whatever is determined on. It is not very likely that the stamp law will be modified now and price cutting has taken too deep root to be eradicated so long as the manufacturers refuse to stand together. A Buffalo druggist stated that only a few days ago that he sent a check to a certain well-known proprietary establishment during the past month and obtained at wholesale all the goods he will want in that line for a long time. There was nothing to prevent his turning his purchase over to a cut-rate store."

The Moxie Company will, in time, move their business from Lowell to Boston and locate in a new block which is to be erected in Haverhill street. The Hub will then be headquarters for all of the New England business of this concern.

N. A. R. D.

THE PROVISION OF FUNDS.

Contributions and Dues Coming In.

Massachusetts Brought Into Line—New York City Local Association Joins the Movement—Chattanooga a Recent Acquisition to Membership—Influence of the N. A. R. D. Shown in a Revision of Prices by Leading Proprietors.

Funds for the Work.

Chicago, Dec. 2, 1899.
THE following extract from a letter of an officer of the N. A. R. D. to the secretary of a State association will be of interest to those members who are concerned about the important matter of providing funds for the prosecution of the work. It will be conceded that what is here written is characterized by good sense and that the sooner the drug trade come to look, in a sensible way, upon the question of financial support of the cause so vital to their welfare the better for all concerned:

The assessment for the fiscal year ending Dec. 31, 1900, will be fifty cents per capita, in accordance with the wishes of the national association expressed at its recent Cincinnati convention. You will thus see that you have thirteen months in which to pay the fifty cents tax upon your membership for next year. It is regretted the retail drug trade have been in the habit of contributing so small an amount to their associations that they are unable to see that this pittance is wholly inadequate to the needs of two organizations, one of which intends to do everything that human agency can do to remove the bad conditions that are pauperizing the members of a noble calling. The matter of contributing money to a deserving cause is a matter of education, and it seems to the writer that in your association you will be compelled to adopt the tactics we are employing in the west, namely, that of bringing the members of state and local societies to a full appreciation of the fact that if they want thoroughly effective work done, it will be necessary for them to go down in their pockets and provide the funds. This will be a somewhat difficult task to accomplish, perhaps, but the salvation of the retail trade lies in their uniting not only their contributions of influence, but their contributions of money to create a powerful agency for the righting of their wrongs and the prevention of the imposition of other wrongs in the future.

Massachusetts Joins.

The following telegram was received by the national secretary on the morning of Dec. 2: "Massachusetts State Association joins unanimously. F. E. Holliday." It will be remembered that this organization, at its annual meeting, referred the matter of affiliation with the N. A. R. D. to its membership, the preference of the members to be transmitted by postal card to the secretary. The number of answers received was so small that the Executive Committee of the association was in doubt as to the real attitude of the membership toward the project, and a called meeting of the organization has just been held in order to ascertain. The results are very gratifying to the officers and the national Executive Committee.

The Chattanooga (Tenn.) Branch of the N. A. R. D.

Is one of the last associations admitted to membership. Of this organization C. M. Greve is president, W. T. Plumb is secretary and B. J. Miller is treasurer. Judging by the way the new society has

gone to work, its members are likely to rid themselves within a short time of the obstacles in the way of their financial success. With the aid of the national organization there is little doubt that before long this task can be accomplished.

Letter From Manhattan Association.

The secretary has received the following under date of New York City, Nov. 21: "I am greatly pleased to inform you that at a stated meeting of the Manhattan Pharmaceutical Association, held at the College of Pharmacy Building, New York City, on Monday, Nov. 20, it was unanimously resolved to apply for membership in the National Association of Retail Druggists. The question came up upon the presentation of a report of a special committee, which had been appointed at a previous meeting to consider the advisability of affiliating with the national organization. The committee reported favorably on the proposition after a full consideration of all that was involved in the consummation of membership. The adoption of the report of the special committee came up at the meeting last evening, and this was done by unanimous vote, a circumstance which must be very gratifying to you, who have worked so earnestly and devotedly for the complete organization of the trade throughout the country and the affiliation of county and state associations with the national body. I would now ask you to do me the favor to send the necessary blanks on which formal application may be made for membership. With every good wish for the success of the movement, very sincerely yours, Thos. J. Keenan, secretary."

Echoes of the Convention.

The following is an extract from the proceedings of the Cincinnati convention: "Secretary Wooten announced the arrival of F. Baumgartner, delegate from the Middletown (Ohio) Retail Druggists' Association, organized Oct. 3, 1899, and on motion of Mr. Webber, Mr. Baumgartner was voted the privileges of a delegate." Mr. R. L. McCoy is the secretary of this lively little organization. They have no price-cutting and the members are hopeful of avoiding the calamity of guarding each other's interests.

Among the associations that completed their membership in the N. A. R. D. during the busy days of the Cincinnati convention was the Evansville (Ind.) Pharmaceutical Association. This society was represented at the convention by F. H. Burton, whom many of the delegates will remember with pleasure. The organization represents about four-fifths of the drug trade of Evansville and is in a prosperous condition.

Pabst Brewing Co. Contribute Liberally.

The results of the special offer made at Cincinnati by the Pabst Brewing Co. to the N. A. R. D. and affiliated bodies is shown in the following letter recently received by secretary Wooten: "Please find enclosed our check on Chicago for \$79.04, payable to your order, for the benefit of the National Association of Retail Druggists. This is the amount due you on orders for 'Best' Tonic taken under the terms of our October offer to the retail druggists' associations of the United States. We are also making remittances to-day, under this offer, to the treasurers of the following sixty-three retail druggists' associations affiliated with the N. A. R. D., all of whom have profited by our offer in various amounts up to \$51.68:

Associated R. Druggists, of San Francisco.
Atchison, Kan., R. Druggists' Ass'n.
Alabama Pharmaceutical Ass'n.
Akron Pharmaceutical Ass'n.
Bartholomew Co., Ind. Druggists' Ass'n.
Colorado Pharmaceutical Ass'n.
Connecticut Pharmaceutical Ass'n.
Chicago, Ill., Retail Druggists' Ass'n.
Chicago, Ill., Apothecaries' Society.
Cleveland, O., Pharmaceutical Ass'n.
Delaware Pharmaceutical Ass'n.
Davenport, Ia., Pharmaceutical Ass'n.
Deutscher Apotheker Verein, New York City.
Elyria & Lorain, Ohio, Druggists' Ass'n.
Floyd Co., Ind., Druggists' Ass'n.
Hartford, Conn., Druggists' Ass'n.
Hancock Co., Ind., Druggists' Ass'n.
Head of the Lake (Minn.) Retail Drug Ass'n.
Hamilton Co., Ohio, Retail Druggists' Ass'n.
Hamilton, Ohio, Druggists' Ass'n.
Indiana Pharmaceutical Ass'n.
Iowa Pharmaceutical Ass'n.
Jersey City, N. J., Druggists' Ass'n.
Kansas Pharmaceutical Ass'n.
La Fayette, Ind., Pharmaceutical Ass'n.
La Bette Co., Kan., Pharmaceutical Ass'n.
Louisville, Ky., Retail Druggists' Ass'n.
Marion Co., Ind., Druggists' Ass'n.
Maine Pharmaceutical Ass'n.
Massachusetts Pharmaceutical Ass'n.
Michigan Pharmaceutical Ass'n.
Minneapolis, Minn., Retail Druggists' Ass'n.
Minnesota Pharmaceutical Ass'n.
Missouri Pharmaceutical Ass'n.
Montana Pharmaceutical Ass'n.
Mahoning Valley, Ohio, Druggists' Ass'n.
Milwaukee, Wis., Pharmaceutical Ass'n.
Marianette Co., Wis., Druggists' Ass'n.
New Britain, Conn., Druggists' Ass'n.
Nebraska Pharmaceutical Ass'n.
New Jersey Pharmaceutical Ass'n.
New York State Pharmaceutical Ass'n.
North Carolina Pharmaceutical Ass'n.
North Dakota Pharmaceutical Ass'n.
Ohio State Pharmaceutical Ass'n.
Peoria, Ill., Retail Druggists' Ass'n.
Pennsylvania Pharmaceutical Ass'n.
Rockford, Ill., Retail Druggists' Ass'n.
Rock Co., Wis., Retail Druggists' Ass'n.
San Joaquin Co., Cal., Pharmaceutical Ass'n.
San Diego, Cal., Retail Druggists' Ass'n.
St. Joseph Co., Ind., Druggists' Ass'n.
Saginaw, Mich., Pharmaceutical Ass'n.
Scranton, Pa., Druggists' Ass'n.
Salt Lake City, Utah, Druggists' Ass'n.
Tri-City, Ill., Druggists' Ass'n.
Tennessee Druggists' Ass'n.
Virginia Pharmaceutical Ass'n.
Waterbury, Conn., Retail Druggists' Ass'n.
Will Co., Ill., Pharmaceutical Ass'n.
Westchester Co., N. Y., Pharmaceutical Ass'n.
Western Pennsylvania Druggists' Ass'n.
Wisconsin Pharmaceutical Ass'n.

Wishing you continued success for the work of your national organization, and the various druggists' associations affiliated with you, we are, very truly yours, Pabst Brewing Co.

The "Best" Tonic Dept.
Milwaukee, Wis., Dec. 4.

Action of the Louisville Association.

We are in receipt of the following communication from G. L. Curry, secretary of the Louisville Druggists' Association of Louisville, Ky.: "Herewith find resolutions adopted by our local association. If the jobbers really appreciate the advantages that will certainly come to them if we succeed in limiting all direct supplies through them, they should cer-

tanly render the little assistance that is asked by these resolutions. If the retailers are true to their association, and desire to again conduct their business with some degree of profit, they will certainly approve and endeavor to give effect to these resolutions:

Whereas, The Potter Drug and Chemical Corporation have, within the past year, manifested a determined opposition to the interests of the retail drug trade by making no efforts to confine their sales to such legitimate channels as would afford a fair profit to the retailer, but instead have used every endeavor to concentrate the demand for their goods into the hands of department stores and aggressive cutters;

Whereas, Various retail associations have, both directly and indirectly, endeavored to secure from this corporation some form of consideration of their requests for protection, which have been treated with absolute disregard;

Whereas, The National Wholesale Druggists' Association has placed itself on record as endorsing and favoring the plans adopted by the National Association of Retail Druggists, believing that the interests of the allied branches of the business could in this way be best subserved, therefore, be it

Resolved, That the members of the National Wholesale Druggists' Association and all other wholesale druggists, as an evidence of their sincerity and loyalty to the National Association of Retail Druggists, be requested to refuse, from this time forward, to carry in stock or offer for sale any of the products of the Potter corporation until such time as the latter will endeavor to give all concerned a reasonable profit;

Resolved, That a copy of these resolutions be forwarded to every wholesale druggist in this country, and to every pharmaceutical journal;

Resolved, That a copy be also forwarded to each retail association affiliated with the National Association of Retail Druggists with the request that they petition the jobbers from whom they make their purchases to accede to the requirements of these resolutions.

"The above resolutions were adopted by the Louisville Retail Druggists' Association on November 20, 1899."

The Ayer Plan.

The J. C. Ayer Company, of Lowell, Mass., have taken active steps towards the prevention of cutting on their 25-cent size Cherry Pectoral by offering special rebates to druggists who agree to maintain the price, not to substitute, and to give a window display some time before next March. This plan was submitted to the chairman of the executive committee, Mr. Holliday, who, in default of sufficient time to submit it to a vote of the executive committee, gave it his personal endorsement. This step on the part of the J. C. Ayer Company is an additional indication of the generally prevalent desire on the part of leading proprietary firms to co-operate with the N. A. R. D. in every possible way.

Hilton's Specifics Reduced to \$4.00.

By a very satisfactory arrangement between the Chicago Retail Druggists' Association and a firm of manufacturers, who have long advocated active co-operation between manufacturers and retailers, the price of Dr. Hilton's Specific No. 3 is to be reduced to \$4.00 a dozen. This brings a well-known concern in line with the National Association and all concerned are to be congratulated.

Warner's "Safe" Remedies in Line.

Among the prominent firms whose prices have lately been reduced, is the Warner Safe Cure Co., of Rochester, N. Y., some of whose prices are now less than the St. Louis schedule adopted by the N. A. R. D., and all of them allow a profit of at least fifty per cent. to the retailer.

C. T. Hurlburt & Co., of New York City, have reduced their goods to the N. A. R. D. schedule of \$2, \$4 and \$8.

MASSACHUSETTS JOINS.

Special Meeting at Boston.

Unanimous Vote to Join N. A. R. D.

Boston, Dec. 5.—An important meeting of the Massachusetts Pharmaceutical Association was held at Young's Hotel, Boston, December 1, as outlined in the last issue. There was an attendance of about fifty members and the question discussed was of such interest that nearly all remained during the whole session, from 10:30 a.m. to 2:30 p.m. President Wheeler presided and Secretary Guerin was in attendance.

President Wheeler opened the meeting and announced that it was called to discuss the feasibility of joining the N. A. R. D. Mr. Holliday followed. He did not discuss the N. A. R. D. to any extent, as he considered its objects well understood. He announced, however, that he was ready to answer any questions which might be asked.

General Discussion.

William W. Bartlet, Ph.G., made the motion to join the N. A. R. D. This precipitated a general discussion, in which the following members took part: C. P. Flynn, S. A. D. Sheppard, Ph. G., F. H. Butler, Ph.G., W. F. Sawyer, M. L. H. Leavitt, Ph. G., G. W. Cobb, T. B. Nichols, L. G. Heinritz, Henry Canning, John Larrabee, G. M. Hoyt, Ph.G., F. L. Carter and Secretary Guerin.

The general tenor of the addresses was one of cordiality to the National Association and appreciation of Mr. Holliday's efforts. A feeling developed, however, that the parent organization had not been so ready to assist when the druggists of the East were well organized. President Larrabee, of the Board of Pharmacy, suggested that despite this former attitude it would be a good plan to return "good for evil."

No Faith in Jobbers or Proprietors.

William F. Sawyer said that he had no faith in proprietors or jobbers as a whole. He thought, however, that retailers should support the National Association. The Bay State organization was the only missing link in the movement.

Difference in the Methods of the Guild and the N. A. R. D.

Mr. Holliday stated that he had read the proceedings of the Guild and Union. He thought the methods of these two organizations similar to those of the N. A. R. D., up to a certain point. From these, however, he considered that too much force had been applied and likened it to the horse which was led to water but could not be made to drink.

This statement of Mr. Holliday's aroused much opposition with those who engineered the Guild and Union so skillfully, and C. P. Flynn, of South Boston, replied vigorously. Mr. Flynn stated that the effort in question was handled in a courteous manner and that bulldozing tactics were tabooed. The endeavor was simply made to have the jobbers feel that the movement was as much for their benefit as for that of the retailer. The wholesalers, however, were not willing to view the matter in this light. Notwithstanding the previous failure he was ready to assist and hoped that under the improved conditions, Mr. Holliday, with his methods, would be able to secure the

benefits which the Guild and Union were unable to obtain.

Mr. Holliday stated that he was sure that the jobbers and proprietors were ready to go into their pockets to assist in the movement. Mr. Flynn replied that this condition existed before, but some of those who donated went back on their word and money the very next day. Mr. Holliday added that as he understood the movement a resort to force would be unnecessary. Several speakers who followed questioned the success of diplomatic warfare, and Mr. Flynn added that he did not consider that proprietors and jobbers at present realized the need of support; they were not, in his opinion, ready to do business, but might be later. As to the retailer, he was at present getting along very nicely after four years of failure.

It was then voted to pay the assessment and join the N. A. R. D., January 1.

A Quid Pro Quo Demanded.

Several speakers believed that the retailers should be assured of something in return for what they had given and Henry Canning offered this important resolution:

Believing that under existing condition the proprietors are principally benefited by the protected sale of their goods;

Resolved, That they should in turn be expected to bear the burden of tracing their sale to the consumer in carrying out the N. A. R. D. plan, the retailers in turn pledging their firm support.

The resolution was unanimously adopted, after which the meeting adjourned.

No More Castoria for Cutters.

One of the strongest adherents of the new policy on the part not alone of the proprietary men but of the great bulk of the wholesalers to fall in line with the plans of the N. A. R. D. is Charles H. Fletcher, the president of the Centaur Company, whose signature on Castoria has become so well known throughout the land. Mr. Fletcher will henceforth refuse all orders for his goods from any but accredited jobbers. In speaking of his plans for the future to an AMERICAN DRUGGIST reporter, Mr. Fletcher said: "We have decided upon this step in accordance with the action of the Proprietary Association, the N. W. D. A. and the Retailers' Association. Hereafter our goods will be sold only from this establishment to those regularly accredited jobbers, whose names appear on the approved list that has been prepared by the joint committee of the three associations. It is our hope, as it is that of most proprietary men, that this decisive action will put a stop to price cutting, at least to a great extent. When every retailer has to pay the same price, the incentive for one to undersell the other is not so powerful. Of course, we know how absolutely impossible it is to prevent cutting entirely, for you always have to deal with some retailers, who are willing to throw away their profits to beat their neighbors. Still, the present plan is without a doubt the best that has been devised to do away with cutting, and I for one am certainly willing to give it a fair trial. It is my opinion that all the members of the Proprietary Association will adhere to it, as it is to their interests as well as that of the jobbers and retailers, and we are very hopeful that the results will be of a satisfactory nature."

Greater New York.

News of the Trade in and About the Five Boroughs—Notes of Personal Interest—Changes and New Stores—Trade Gossip.

THE NEW YORK CITY RETAIL DRUGGIST-BOWLERS.



Otto Boediker. C. A. Mayo. R. Smith. Arthur Reeder. Fred Wichelns.
Matt Mahler. C. White. G. Schweinfurth. G. Hitchcock. R. Timmerman.
L. W. De Zeller. S. B. Schwann. T. J. Keenan.

We present above a half tone reproduction of a flash light photograph taken at the last meeting of the New York City Retail Druggists' Bowling Association. The organization embraces some twenty-five druggists, who bowl every fortnight, the individual making the highest average for the evening wearing the gold badge, which in the illustration is worn by President Schweinfurth. The organization has been quite an addition to the social life of the members, and the meetings are looked forward to with much pleasure, the attendance generally being larger than shown above. We are indebted for the photograph to Mr. Fitzsimmons—not the pugilist.

Items of Personal Interest.

Seabury & Johnson will be one of the American exhibitors at the Paris Exposition.

S. F. Hennessy, formerly manager of the Astor House Pharmacy, will shortly open a new drug store in the Astor House building.

O. C. Kleine, Jr., who has been located at the corner of Star street and Hanbury avenue, Brooklyn, has removed to the opposite corner.

The New York office of the A. R. Bremer Company, of Chicago, manufacturers of Coke Dan-druff Cure, is now in charge of E. Wheeler Carr.

Frank Henry, of the Williams Manufacturing Company, Cleveland, was a visitor to the city last week. He was a big purchaser of holiday goods.

George H. Bancroft (formerly of Hudnut's Pharmacy, 205 Broadway) has succeeded S. F. Hennessy as chief of the Astor House Pharmacy, 21 Park Row.

Sydney Leberman, of M. L. Leberman, Philadelphia, and Abner Royce, of Cleveland, are two manufacturing perfumers who were recent visitors to the trade in this city.

Over thirty of the druggists of Brooklyn have agreed to close at 10 p. m. on all days, excepting Saturday, when they will close at 11 p. m. All the other proprietors are expected to come into line this week.

Mr. and Mrs. Henry Fisher, of Bridgeport, Conn., celebrated the golden jubilee of their wedding on Nov. 29. Their son, Elbert E., has a wide acquaintance among the alumni of the New York College of Pharmacy.

The sympathy of his wide circle of acquaintances in the local drug trade has gone out to Charles S. Erb, the president of the Alumni Association of the New York College of Pharmacy, who has recently suffered a bereavement in the death of his mother.

Raymond & Co., formerly of Brooklyn, N. Y., have moved their factory to Plainfield, N. J., and have opened an office and storeroom at 61 Beekman street, New York City. These changes were made necessary by the rapidly growing business in Raymond's Pectoral Plaster.

A bowling match that will be of unusual interest is likely to be arranged for in a day or two. It will bring together in competition the Retail Druggists' Bowling Association and the crack team of Seabury & Johnson. The game will take place before the holidays if contemplated arrangements are perfected.

Colonel Abram Gruber, of New York city, is a director in the Bromo Chloralum Company, of New York city, which was incorporated at Albany Nov. 17, with a capital of \$25,000, to purchase the assets of the Bromo Chemical Company. The other directors are Charles A. Reed and Julius H. Lobdell, of New York city.

Charles Alker has just left for the West in the interest of Magnus & Lauer.

Henry Miles, of the Montreal firm of Leeming, Miles & Co., spent several days in New York city recently on business.

Anthony M. Hance, of Hance Bros. & White, of Philadelphia, was among the fortnights' visitors in the city.

J. Ellwood Lee, of Conshohocken, the well known manufacturer of plasters and surgical dressings, was a recent guest at the Drug Trade Club with J. Carl De La Cour, vice-president of the J. Ellwood Lee Company.

Burglars got \$100 from H. L. Burger's drug store at 1862 Second avenue, some three weeks since. Mr. Burger put a padlock on the door and two weeks later they entered by the rear door, which had no padlock on it, and got away with some \$500 worth of drugs.

Prof. Edward Kremers, of the University of Wisconsin, was numbered among the recent guests at the Drug Club. Professor Kremers made a leisurely tour eastward, stopping off at Ann Arbor and Chicago, and when he left this city intended to visit Philadelphia and other points before returning to the University.

The Alumni Association of the New York College of Pharmacy held their annual dinner at the "Arena" on Wednesday, Nov. 22. Ex-President A. C. Searles acted as toastmaster and the arrangements for the dinner were carried out by the following committee: Nelson S. Kirk, chairman; Charles O. Grube, L. W. Geisler, Bruno E. R. Dauscha and T. B. Furnival.

A. A. Cavagnaro, of the wholesale drug house of Campbell & Cavagnaro, San Francisco, is in the city on a ten days' visit, which is being devoted partly to business and partly to pleasure. This is Mr. Cavagnaro's first visit to New York; in fact, it is the first time he has been out of his native State. Mr. Cavagnaro was born on the Pacific coast, and his father was one of the old '49ers.

C. C. Goodwin, formerly of George C. Goodwin & Co., but now the president of the newly organized Eastern Drug Company, of Boston, was in the city last week on his monthly business trip. He is most enthusiastic over the new company, which he declares is one of the best combinations that could be devised for the interests of the Eastern trade. The new company becomes operative on Jan. 1, and Mr. Goodwin is more than hopeful of its success.

Edward Thimme, Dr. J. Austin Kelly and John Gallagher met at the home of Dr. Kelly, No. 335 Bridge street, Brooklyn, during last week for the purpose of bringing about co-operation between druggists and physicians. Thimme said there was a lack of harmony existing between these two parties, and appealed to the others present to aid in establishing this harmony. Mr. Gallagher and Dr. Kelly both expressed their disapproval of this statement by Thimme. It was, however, announced by the latter that a larger meeting will be held in Manhattan some time in December, when the "shorter hour" question will be agitated.

"The clerk of to-day is the proprietor of tomorrow," C. J. Ellison, who was influential in organizing the drug clerks of this city into the Pharmaceutical Clerks' Association, and who served as chairman of the Executive Committee of that organization, is now proprietor, having opened a new pharmacy at 1300 Intervale avenue, Borough of Bronx. The store was opened for business on Saturday, Dec. 2, and Mr. Ellison made himself and his store popular at once by presenting the people in the neighborhood with neat round mirrors bearing an advertisement of his pharmacy. The new store is finished in oak and the shelf bottles, which were supplied by Henry Allen, are very attractive; the poison bottles are labeled in white letters on a red ground.

Vigorous efforts are being made to enlist all the military pharmacists in the State service in an organization, the object of which is to bring about an improvement in the conditions of the pharmacist in the hospital corps. Under the regulations now existing, the pharmacist is no longer a member of the non-commissioned staff, but whether hospital steward, or acting hospital steward, is looked upon as a member of the hospital corps, with the result that he is cut off from the social life of the non-commissioned staff. This is a very objectionable feature in the National Guard service. Furthermore, it is hoped that if a concerted movement be undertaken, the hospital steward may possibly be granted commissions. The interest of nearly all the stewards of the National Guard who are stationed in this city have been enlisted, and a meeting will be held at the College of Pharmacy, 115 West Sixty-eighth street, on Thursday evening, Dec. 14.

Mr. Haines, of the Duroy & Haines Co., Sandusky, Ohio, whose wines meet with remarkable favor in the drug trade throughout the country, was a visitor to the city last week.

Col. John W. Lowe, of New Haven, was among the recent visitors at the Drug Club. Colonel Lowe is quite active in the N. A. R. D. affairs, having been treasurer of the association during the first year of its existence. He is still very active in the organization.

F. E. Holliday, chairman of the Executive Committee of the National Association of Retail Druggists, paid a flying visit to this city on matters connected with his official duties. He expects to return to New York on the 13th inst. for another brief trip. While here he met representatives from the Manhattan, the Kings County, and the Jersey City Associations.

W. J. Worsham, formerly vice-president of the Texas Drug Company, and J. C. Robinson, formerly buyer for L. N. Brunswick & Co., of New Orleans, have been in the city for some time past buying stock for the new Patton-Worsham Drug Company, which is to occupy the building formerly occupied by the Texas Drug Company in Dallas, Tex. The company is beginning business under the most favorable auspices and apparently has a very bright future before it.

Retail Bowlers.

At the regular fortnightly games of the New York Retail Drug Trade Bowling Association on Monday evening, Nov. 27, five games were bowled, though only two were counted as official. In these two games, the second and third, G. H. Hitchcock made the best average, and will consequently wear the gold medal for the next fortnight. The full score was as follows:

Name.	1.	2.	3.	4.	5.	T'l.	Ave.
G. Schweinfurth...	122	178	147	130	577	144 1/4	
Matt. Mahler...	150	134	124	166	574	143 1/2	
C. H. White...	90	128	143	142	503	125 3/4	
G. Hitchcock...	170	177	163	148	660	165 3/4	
F. Wichelns...	81	76	89	0	246	61 1/2	
R. Timmerman...	151	161	138	126	576	144 1/4	
R. R. Smith...	0	119	119	0	238	59 1/2	
S. V. B. Swann...	84	128	119	117	448	112 1/4	
Gilbert Reeder...	118	136	161	133	548	137 1/4	
L. W. DeZeller...	105	128	123	125	581	145 1/4	
Otto Boeddiker...	123	89	105	0	317	79 1/4	
C. A. Mayo...	99	127	129	0	355	88 3/4	
T. J. Keenan...	0	74	87	136	297	74 1/4	

Drug Men in Town.

Among the recent visitors noted in the drug section were J. H. Winkelman, of the Winkelman & Brown Drug Company, Baltimore, Md.; Abner Royce, of Cleveland; Mr. Dougherty, of the Davol Rubber Company, Providence, R. I.; John B. Farriass, of Greensboro, N. C.; Justin Keith, of Chicago; F. S. Calhoun, of F. S. Calhoun & Co., New Haven; T. B. Dunn, of the T. B. Dunn Company, Rochester, N. Y.; C. W. Snow, of C. W. Snow & Co., Syracuse, N. Y.; C. W. Wall, manager of the Myer Drug Company, St. Louis; G. H. Barnes, of Barnes Bros., Poughkeepsie; J. B. Lord, of Lord, Owen & Co., Chicago; H. Duffield, Philadelphia; F. B. Kirby, Chicago; M. and J. Funk, of Funk & Shorhouse, Bloomington, Ill.; A. E. Pickard, Sag Harbor, L. I.; W. H. Thompson, of Thompson & Benson, Richmond, Va.; B. A. Herrick, Norwich, Conn.; M. F. Snyder, Howley, Pa.; J. P. Murphy, of Murphy Bros., Portland, Me.; James A. Dale, of Dale & Co., York, Pa.; W. H. Hickock, Syracuse, N. Y.; J. A. Hall, of the Hall-Pipkind Drug Company, Springfield, Mo.; Chas. W. Kuckler, of Kuckler & Co., Trieste, Austria, and C. H. Clark, of Philadelphia.

An Ex-Apothecary in Trouble.

Edwin Dantes, formerly of Newark, N. J., who was apothecary in the United States navy and on the flagship New York during the Spanish war, recently arrested on the charge of forgery in Plainfield, N. J., and held to await the action of the Union county grand jury, is now locked up in the Tombs on another charge of the same character.

Dantes went to Plainfield, where he worked several weeks, and then took charge of C. H. Hall's drug store, on Watchung avenue, while the proprietor took a trip to England. It is alleged that during this time he forged a check for \$25.

Leaving Newark, he secured a position with Isadore Myer, a druggist, at No. 784 Washington street. He had been there but a short time when he was charged with drawing a check for \$25, forging Myer's name to it. He was arrested and has been committed to the Tombs to await the action of the grand jury.

Shortly after Dantes left Plainfield for New York, Hall says, he discovered that his diploma from the New York College of Pharmacy was missing. He alleges that it had been taken by Dantes, who had obliterated Hall's name with acids and cleverly substituted his own, on the strength of which he secured the position in New York.

The Alumni Ball.

Fred Borggreve, the chairman of the Ball Committee of the Alumni Association of the New York College of Pharmacy, is leaving nothing undone to make a success of the next Alumni ball. He has just issued a circular to the members, in which he makes an appeal for the co-operation of the members and asks as well for the presence and aid of the wholesale trade. The ball will be held at the Lenox Lyceum, Madison avenue and Fifty-ninth street, on Wednesday evening, Jan. 31, 1900. Mr. Borggreve states that the committee has spared no effort to make the fifth annual ball of the Association a success. The hall which has been engaged is larger than any heretofore used. The music will be furnished by the Eighth Regiment Band, and a table d'hôte dinner of unusual excellence will be served at a reasonable price. Tickets are now on sale, and as the committee would like to have the funds for the expenses in its hands before the date of the ball, they will appreciate an early remittance, which should be made to the chairman, Fred Borggreve, Long Acre Pharmacy, 1491 Broadway. The full committee is composed of Fred Borggreve, chairman; Charles Bjorkwall, Julius Tannenbaum, Eugene F. Lohr, Joseph Pierson, S. S. Shears, F. N. Pond, John J. Maffia, Ed. W. Meinecke, T. Bruce Furnival, E. P. Lant, Alfred Cosden, Charles Friedgen, William A. Hoburg, Jr., H. B. Ferguson.

The Molineux Case.

The Molineux-Adams murder case now on trial in this city is attracting a great deal of attention, and promises to be one of the "causes célèbres" of the New York bar. In the first place, the defendant is charged with poisoning. He is a manufacturing chemist, being engaged in the manufacture of paints, and his father, Gen. Molineux, is very widely known as one of the senior partners of the old firm of C. T. Reynolds & Co., and of its successors, Devoe & Reynolds Company. The sixth juror selected was Macomb G. Foster, of Fairchild Bros. & Foster, manufacturers of digestive ferments. Mr. Foster is a practical chemist, and a gentleman of the highest personal standing. The drug trade is also brought into the case through the correspondence between Frederick Stearns & Co., and some one signing the name "H. Cornish," whom the prosecution claims to be the defendant. Mr. Cornish, who figures very prominently in the affair, is said to be an intimate friend of Frederick K. Stearns, while the use of a bromo-seltzer bottle as a container for the alleged poison, and the references to a Kutnow's Powder bottle in the early stages of the case, are also matters of some interest to the drug trade. The highest medical and chemical authorities will probably be called in as experts during the course of trial.

Mr. McLaughlin, vice-president of the Frederick Stearns Company, is a witness in the case.

Class Legislation.

(From the New York Sun for December 3.)

The various pharmaceutical associations of this State have formulated a bill for the general regulation of the retail drug trade which is to be introduced into the next Legislature with their support.

The bill should not be allowed to become a law in its present shape. It proposes that a body of pharmacists, to be selected by other pharmacists, shall be created a State Board of Pharmacy and endowed with the following powers, among others:

- (1) To make such laws, rules and regulations, not inconsistent with the Constitution of the State or the provisions of this act, as it shall deem necessary for the protection of the public health, and the proper and effective prosecution of its work.
- (2) To regulate the practice of pharmacy.
- (3) To regulate the sale of poisons.
- (4) To regulate and control the character and standard of drugs and medicines dispensed in the State.

(5) To investigate all complaints as to quality and strength of all drugs and medicines and to take such action as is necessary to prevent the sale of all such proven not to conform to the standard and tests set forth in the latest edition of the United States Pharmacopoeia.

(6) To regulate the number of hours which shall constitute a day's work of employees in a drug store or pharmacy, in cities of the first class, which shall not exceed 140 hours in each two consecutive weeks.

(7) To employ inspectors of pharmacy, and to inspect during business hours all pharmacies, dispensaries, stores or places in which drugs, medicines and poisons are compounded, dispensed or retailed.

(8) To examine all applicants for license or registration and to issue two grades of licenses to be known respectively as that of "Licensed Druggist" and "Licensed Pharmacist," and one grade of certificate as "Registered Apprentice," except that for cities of the first class, in which the grade of "Licensed Druggist" shall not be issued.

(15) To revoke any license issued by the board, for cause, and after an opportunity for hearing, as herein provided.

The Legislature should be, and undoubtedly is, capable of making all the necessary rules and regulations regarding drugs and druggists in the form of statutes, to apply to all persons in the State alike, and the public interests can never be served by the delegation of the law-making power to bodies which represent a class instead of the people.

Report on Internal Revenue.

The annual report of the Commissioner of Internal Revenue has been filed, in which considerable attention is paid to the stamp tax. The principal features of this report have already been foreshadowed in these columns. The total sum derived from schedule B during the fiscal year ending June 30, amounted to \$5,219,737, of which amount \$326,105 was derived from the tax on premium.

The Commissioner recommends that the Congress to "amend Section 20 in the first proviso by adding after the words 'that no stamp tax shall be imposed upon any uncompounded medicinal drug or chemical,' the words 'except such as are sold under a claim or patent, trademark, or proprietorship.'"

This recommendation is based upon the fact that "there are found to be upon the trademark, and for which proprietary which have been held entitled to exemption under the clause exempting uncompounded drugs or chemicals, which are nevertheless put up under a patent or trademark, and for which proprietary rights are claimed. Some of these articles are imported from Europe and sold in competition with domestic preparation. The Commissioner says:

It is believed that Congress intended to tax all patents, proprietary, or trademark medicinal preparations alike, and this amendment is necessary to effect that purpose.

The change in the law is desired to meet the conditions which caused the defeat of the Government in the Aristol case, which is referred to in the following words:

The case of the United States v. Aristol, etc., Stubbs, claimant, which was in the nature of a test case to determine the taxability of phenacetin, aristol, and similar patented medical preparations or chemicals under the internal revenue law, act of June 13, 1898, was brought to trial in the United States District Court for the southern district of New York in November, 1898, a jury being waived. The importers and proprietors of these chemicals claimed that while they might have been considered as taxable under that clause in Schedule B which imposes a stamp tax upon all medicinal chemicals or preparations sold under letters patent, this clause is overruled so far as these articles are concerned by the clause in Section 20 of the law, which specifically exempts from the operations of the law "any uncompounded medicinal drug or chemical." The case, therefore, from a legal standpoint, hinged wholly upon the construction placed upon the term "uncompounded medicinal drug or chemical."

WESTERN NEW YORK.

Good Trade in Buffalo.

News of the Trade.

Buffalo, Dec. 5.—There is generally better business in the city retail drug stores than formerly. One member of the trade, who has made no change in his establishment of late, says that his sales have been about 15 percent. over the corresponding time last year for quite a considerable period and that November was even more than that amount better than October. He also notes the sale of more dollar goods than formerly, which is very significant if it continues. There is not the average amount of addition to the number of stores, which have so long managed to cut the local trade to pieces so badly.

Fairchild Bros. Looking After Substitutes.

There is prospect of some interesting proceedings in the Buffalo drug trade that handles pepsin. Fairchild Bros. & Foster, who make a brand of it, that they are looking after very carefully, have a rather striking way of protecting themselves from imposition. The plan may not be so very well known, unless the discoverer has been caught, but appears to be very effective. The firm sends a detective about the town where spurious pepsin is suspected to be on sale and he buys samples here and there. These are analyzed and then the firm sends a circular letter to all the doctors in that town, declaring that so and so, giving the full name and location, is selling a worthless imitation of their goods. It is now discovered that there is a detective at work in Buffalo on these lines and he is expected to get his work in on some "innocent" druggist unless there is more solid honesty in the city than there is supposed to be. It would be a fine thing if all preparations were watched in this way.

Pierce Co-operating with Retailers.

Dr. V. Mott Pierce, president of the Proprietary Association, has prepared a circular letter which he proposes to send out to the retail druggists of Buffalo and vicinity, calling attention to the fact, as he believes, that Dr. Pierce's medicines are now practically out of the reach of the department and other cut-rate stores and asking a more general co-operation in selling them, in accordance with the understanding with the N. A. R. D. But for the fact that such a great part of both sides is ready to sacrifice the common interest every time there appears to be a chance to gain a private advantage, it would take but a short time to settle the cut-rate difficulty.

News Notes.

DeWitt Green, clerk in the McEachran drug store, Buffalo, has gone to California for his health.

Something happened in the Elmwood avenue drug store of Shither & Thurstone lately, and four of the clerks left.

A. B. Warfield, a Buffalo drug clerk, has gone on a second campaign abroad. He enlisted during the Cuban war and went to the island with the 202d Regiment, where he did such efficient service that the Secretary of War gave him a lieutenant's commission, and he has gone to Manila with the Forty-second Regiment. He left San Francisco Nov. 28. During last summer he was connected with the Hayes drug store, at Main and Allen streets, Buffalo.

Mason Bros. have moved their drug store from Maryland street and Prospect avenue to Niagara street and Maryland, where they will prob-

ably remain permanently. The removal was on account of a misunderstanding with the owner of the old store. This was torn down to make room for a flat and it was agreed that the front of the store, enough to maintain the business intact, should be moved forward and left till the flat was done, when the firm would be accommodated in it, having a nice new store. When the owner got ready to rebuild he tore the whole structure down and the druggists had to move on the run. They claim damages for breach of contract.

Among recent social functions in which the drug trade is interested was a grand reception given, Nov. 28, at his house in Batavia by Druggist E. M. Jewell, of that town. The appointments were all of the finest and many invitations were sent out of town. President Thomas Stoddart, of the Scottish Society, of Buffalo, of the well known drug firm of Stoddart Bros., was toastmaster at a late banquet of the society. Among other things brought forward on that occasion by President Stoddart was a proposition that the society head a movement for a monument to the late William McMillan, long the city park superintendent.

At the first December meeting of the Erie County Board of Pharmacy no licenses were granted. The only action of importance taken was a permission to a candidate who fails to pass an examination for a pharmacy license to amend his application and take the examination for assistant. The two examinations are made entirely different by the board, which does not appear to be the case with other pharmacy boards.

Fierce Cutting in Rochester.

Rochester, Dec. 5.—For several months past the druggists of Rochester have been selling proprietary medicines at uniform prices and although some of the remedies were sold at only a few cents above cost yet there was, to quote an old drug man, "some satisfaction in knowing I was not being undersold by my competitors." But all this is at an end, and the cut-rate war is raging again in all its fury. How long or how fierce the battle is going to be no one at present seems able to tell. This unpleasantness was brought about by what is claimed to have been an error on the part of the advertiser of one of the large cut-rate drug stores. Their advertisement in one of the morning papers listed Hood's Sarsaparilla at 4 cents below the schedule price, and when the fact was brought to their attention they explained that it was an error and stated that this article would not be sold by them for less than the price agreed on; but this explanation was not enough. The cut-rate king had broken the agreement and it mattered not if he did it intentionally or by accident; it was broken, and, despite the fact that their afternoon advertisement listed the remedy at the regular price, the next morning's paper gave an advertisement by one of the other druggists which seems to eclipse anything in the cut-rate line in the history of this war. They who are most prominently engaged in the strife no doubt look upon it as the shrewdest kind of business, but to one who is initiated in the intricacies of the drug trade and who understands this art of catching trade, it seems to be more in the order of jealousy and spite accompanied by about as much reason as one would expect to find in a small school boy.

Rochester Changes.

Among the recent changes made at the Rochester City Hospital we notice that John C. Handel has resigned his position as pharmacist of that institution, and that a lady is to succeed him. Mr. Handel has occupied this position for three years and has given entire satisfaction to the hospital authorities. He will return to his home in Philadelphia. The new incumbent is a graduate of the Buffalo College of Pharmacy.

Curtis H. Haskin, of the State Board of Pharmacy, held an examination for admission to practice as pharmacists in the city hall of this city, Friday, Dec. 1. About a dozen applicants tried the examination.

MASSACHUSETTS.

The Eternal Feminine to the Fore.

Cutting Begun in Worcester.

No Action Taken in Lowell.

Boston, Dec. 5.—The Woman's M. C. P. Club is now an established fact. It was organized last month and already two meetings have been held. Its objects are promotion of college spirit, sociability and to give the ladies who have been connected with the school an opportunity to become acquainted with each other. It is also planned to visit some of the numerous laboratories in the Hub and its immediate vicinity. All of the ladies who have attended the college are eligible to membership, but the president and vice-president must be graduates and also registered pharmacists. The officers are as follows: President, Mrs. Olive R. Highley, Ph.G.; vice-president, Mrs. Henrietta Burden, Ph.G.; secretary, Miss Mary E. Collins, and treasurer, Mrs. A. L. Nelson.

Worcester Prices Upset.

The druggists of Worcester are disturbed over the advent of a cutting firm, Hall & Lyon, in their midst. The druggists of that city are well organized and have controlled the problems which confront many druggists in this State in a satisfactory manner up to the present time. The trade there does not feel that present conditions warrant a lowering of prices, but at the same time feel that they must protect themselves, and the establishment of the cutters has been the signal for a substantial break in existing prices. The starting of the new store is the commencement of a bitter fight. The new store was opened with a brass band accompaniment, but neither the music nor the new establishment has filled Worcester druggists with alarm.

The Conditions in Lowell.

It was recently rumored about this city that the cutting inaugurated a few weeks ago in Lowell had come to an end, but investigation proved the story groundless. The war on prices still continues. The report was probably based on the fact that the Lowell Druggists' Association had a social supper week before last. The meeting was not called for business purposes and no action on the cutting problem was considered. It is not thought probable that the conflicting interests in the Spindle City will arrange their differences just yet. The time has been so short that the pinching effect of no profits has not yet been seriously experienced. It is said on good authority that some of the druggists who were anxious to conjure with cut rates are already looking for a way out of the dilemma. When the conditions are ripe the executive committee of the association will undoubtedly endeavor to arrange for normal conditions.

Back from a European Tour.

Thomas Doliber, Ph. G., and Charles W. Cheney, Ph. G., respectively president and vice-president of the Mellin's Food Company, of North America, recently returned from their trip to London and Hamburg. Both gentlemen were benefited by the journey, which was most enjoyable.

BOSTON NEWS.

Archibald Ralston, Ph. G., is clerking at Metcalfe's.

C. J. Harris, son of Frank M. Harris, Ph. G., of Worcester, is attending the M. C. P.

Hon. Gorham D. Gilman was recently elected vice-president of the Massachusetts State Board of Trade.

A. H. Copley, of Columbia Road, recently finished the erection of a block of stores on Bowdion street, Dorchester.

F. W. Palmer, formerly of Shawmut avenue, is to open a new store on Huntington avenue. C. P. Whittle is at work on the oak fixtures.

Extensive alterations are being made in the store of A. Lee & Sons, Manchester. The fixtures are from the factory of C. P. Whittle.

Frederick L. Day, of East Boston, is a candidate for re-election to the Board of Aldermen. It is said that his chances of success are excellent.

A lawsuit was decided last week which is of interest to the trade. It was an action of contract to recover \$2,500 damages for an alleged breach of agreement to sell the drug store, 210 Columbus avenue. William T. Cummings was the plaintiff and Walter A. Demeritt the defendant. The trial occupied over a day and resulted in the jury finding for the defendant.

Harry Turner, chemist for the Halford Table Sauce Company, who succeeded the late H. L. Bowker at 295 Franklin street, is in the toils. The firm have been missing goods for a long time, but would not believe that Turner was the guilty party, despite the fact that the police thought him responsible for the thefts. Finally Turner was placed in charge of the shop nights, but the pilfering continued. Shortly afterward Turner went away on a vacation to recover from an illness, and during his absence the police searched his room and found about \$300 worth of the stolen goods there. The lot was confiscated. Turner was arrested on his return.

MASSACHUSETTS ITEMS.

Chester S. Hale is to open a new store on Luenburg street, Fitchburg. It will be of oak and C. P. Whittle is making the fixtures.

L. A. O. Goddard, Ph. G., recently became the owner of a Somerville drug store. Mr. Goddard was a member of last year's class at the M. C. P., and intends shortly to begin the study of medicine. He will probably enter Tufts Medical School.

J. T. Touhey, of Fall River, has refitted his store in white and gold. C. P. Whittle planned and carried out the work. The wall fixtures included a balcony all around the store, and the ground floor had over 100 feet of Whittle's combination plate glass show cases. This store is considered one of the finest in New England.

Liquor Troubles in Vermont.

The citizens of Burlington, Vt., including all of the druggists in town, are in a great turmoil and it is all caused by the liquor law. The trouble was brought about by the closing of the liquor agency, then the crusade against the druggists began. The druggists are much aggrieved over the turn of affairs and some of them talk of closing their places of business. Some of the extremists in the enforcement of the law claim that druggists cannot even keep alcohol in their cigar lighters and this, of course, would also prevent its being kept for the preparation of tinctures and the like.

The matter is now in the courts. The druggists are all charged with selling liquor in violation of the prohibition laws. In addition to this, they are charged with conducting a "public nuisance." This is the legal term applied to a place where liquor is sold. The owners of the buildings in which the drug stores are kept are placed in almost the same attitude in regard to the law as are the druggists. Some of the best lawyers in the State have been called upon to represent the druggists.

PENNSYLVANIA.

A Prosperous Year Drawing to a Close.

New Poison Law Needed.

Philadelphia, Dec. 5.—The year 1899 will, in all respects, be a good one for the wholesale and retail drug trade in this city, as prosperity has thrown its cloak over all these dealers and the drug trade is in a better financial condition to-day than it has been for a long time. The improvement is not centered in any one branch, as all departments show an increase in business, and another encouraging fact is that fewer notes have been renewed, having been taken up at their maturity. Besides this, for the past six months the retail druggist has been buying large quantities of goods and in many cases paying for them as soon as delivered. This, in itself, is considered a sign of better times, as for some time past the average druggist was not possessed of any great quantity of money. The wholesale houses report a steady increase in business from out-of-town stores and it is claimed that the rural drug stores are now better stocked than they have been for a long time. A continuation of the prosperity is looked forward to and it is believed that the new year will show further gains in the drug trade. During 1899 there have been very few failures in this section of the country and it is the general belief that both the wholesale and the retail druggists are on a more sound financial condition than has been the case for many years.

To Regulate the Sale of Poisons.

The ease with which poison and poisonous drugs can be obtained in this State is creating considerable talk and in a number of instances the local authorities have taken the matter up and tried to remedy the evil, but without success. It is now proposed to secure a committee representing the various interests in the State to draft a bill for the sale of all drugs in which poison of any kind is contained. This problem is a serious one, as not only the druggist but the doctors agree that something should be done by which poisonous drugs could not be freely obtained by any person, and it is conceded that it is a serious problem, as the views of the druggists and the physicians are at variance, especially in regard to the sale of poisonous articles, as the latter are of the opinion that no medicine in which poison of any kind is contained should be sold without a physician's prescription. On the other hand, the druggists state that this would be a hardship, as the farmer who lives miles away from a druggist would be compelled to get a prescription if he wanted only a slight amount of paregoric. It is thought, however, that the committee will soon get to work and at an extra session of the Legislature a bill will be drafted and presented to that body. There is a cry all over the State for a bill in reference to this matter and many of the legislators are anxious to have one enacted. The local authorities of this city have taken a hand in the matter and a number of the prominent druggists have been asked to assist in the preparation of a bill which will lessen the evil and prevent the promiscuous sale of poisonous drugs.

An Old-Time Pharmacist Passes Away.

On November 29 Prof. Isreal J. Graham, a retired druggist, was buried, the services being held at the Friends' Meeting House, Fifteenth and Race streets. Prof. Graham was 80 years of age and for a number of years past had done little in the drug trade. He was one of the best known druggists in the country, and he was at one time the professor of pharmacy in the Maryland College of Pharmacy and it was in a great measure through his work that this college was brought up to its high standard. Prof. Remington, of the Philadelphia College of Pharmacy thought highly of Prof. Graham and said he was the father of percolation, as he has done more for this subject than any other druggist. Prof. Graham had been sick for a long time.

A Non-Suit in the Headache Powder Case.

A suit which was brought some time ago in the Allegheny court by Mrs. Mary E. West against a druggist, for \$20,000, on account of the death of her daughter, caused by headache powders purchased from the druggist. About this time there were a number of reported deaths said to have been caused by the indiscriminate use of these headache powders and the sale of these powders was frowned upon in certain localities. When the matter came up to court, as soon as the briefs were submitted the court compelled a non-suit which was hailed with evident relief by many druggists who manufacture and advertise extensively headache powders.

PHILADELPHIA NOTES.

Dr. J. P. Miller, of the Miller Drug Company, died of apoplexy on Nov. 23 at his residence in this city.

Mr. Steltz, formerly of the firm of Steltz & Co., on Columbia avenue, has opened a drug store at Pottstown, Pa.

E. L. Klopp has opened a new store at Glenside and he has placed Mr. Whittaker, his former clerk, in charge.

Louis von Catzhausen has bought the drug store formerly conducted by Dr. Charles J. Siglinger, at Cora and York streets.

William B. Burke & Co. were awarded a silver medal and diploma by the National Export Exposition for a fine display of sponges.

Herman F. Boshagen has opened a new drug store at Broad and Columbia avenue. This is considered one of the finest locations in the city.

Charles B. Burk has been given full charge of the Hunyadi Janos water in this city. Mr. Burk for some time past has been doing a large business in Vin Mariani and reports trade in this water constantly increasing.

David G. Potts, who has been at 24 South Second street for some time past, will shortly move to 214 Market street. This building is being fitted up in a handsome manner and all modern conveniences will be introduced.

Harper G. Creamer, who for a number of years has been the shipper of the Smith, Kline & French Company, died on Sunday evening, Dec. 3, after an illness of six months. Some time ago Mr. Creamer went West on account of his having weak lungs and he thought he had been greatly benefited by the trip and he has only recently returned.

The Smith, Kline & French Company's Benefit Fund gave an interesting entertainment at the North Broad Street Drawing Rooms. This fund gives these entertainments at least once a year and ever since their inauguration they have been successful. Most of the talent is secured from among the employees and some of the specialties were exceedingly clever.

William L. Cliff, who owns two stores on Kensington avenue, has returned from a seven-weeks' trip through Mexico. While there he took in all the sights, including a bull-fight, which he pronounces as extremely brutal. He says there are excellent opportunities for live druggists in

Mexico, who can go there with some capital and up-to-date business methods.

Trading Stamps in Pittsburg.

Pittsburg, Dec. 5.—The following resolution was adopted at the last regular meeting of the Western Pennsylvania Retail Druggists Association:

Whereas, Trading stamps, rebate checks, or any similar system of rebating, or the offering of prizes in any manner, is only another form of cutting prices, and is, on account of the restrictions and reservations by the proprietors of the several systems, an unfair advantage of neighboring druggists, therefore, be it

Resolved, That the association, through its secretary, shall issue an order to all druggists who are at present giving trading stamps, rebate checks, or offering prizes, in any manner whatsoever; that the same must positively be discontinued on and after January 1, 1900, and be it further

Resolved, That any member refusing to comply with this order shall ipso facto, forfeit his membership and shall be regarded as an aggressive cutter, and so reported by the National Association of Retail Druggists to the National Wholesale Druggists' Association and the Proprietary Association of America.

New Form of Salesman's Cards.

The secretary of the Western Pennsylvania Retail Druggists' Association has issued a notice that hereafter salesmen representing old firms manufacturing goods of an established reputation, will receive the yellow card as formerly, signed by any member of the executive committee, which will be honored by the trade as heretofore.

Salesmen introducing new preparations, however, whether manufactured by old or by new firms, will be required to make satisfactory arrangements with the wholesale druggists. To this end the executive committee will issue a red card, which must be countersigned by the wholesale druggists, before it will be recognized by the trade. This will insure the price being within the \$2.00, \$4.00 and \$8.00 limit, of the N. A. R. D. Members are asked to demand these cards from every salesman.

The Pennsylvania Board.

The next meeting of the Pennsylvania State Pharmacy Board for the examination of applicants for registration will be held in the Central High School Building, corner of Broad and Green streets, Philadelphia, on Saturday, January 20, 1900. At the meeting of the board at Philadelphia and Pittsburg on October 14 for the examination of candidates for registration 286 persons presented themselves for examination, 97 at Pittsburg and 189 at Philadelphia. Of this number 163 applied for registered pharmacists' certificates and 123 for registered qualified assistant pharmacists' certificates; 93 passed a successful examination, 43 as registered pharmacists and 40 registered as qualified assistant pharmacists, and were ordered to be registered as such. The following were the successful applicants:

Registered pharmacists:

John Godfrey, Pittsburg; Bert L. Miller, Liberty; J. C. McCartney Kepple; Edgar K. Shumaker, New Bethlehem; Edward C. Shullar, Munhall; Thomas L. Tuck, Oil City; D. L. Reetewald, Pittsburg; C. R. Wells, Harrisburg; Harry S. Jenkins, Benjamin F. Maxey, Scranton; Louis Franke, Johnstown; Linwood S. Taylor, Spring City; William Hermann, Pottsville; J. W. Vandyke, Hightstown, N. J.; Graydon D. Mervine, Milton; James H. Underwood, Woodbury, N. J.; Paul K. Kerchline, Nazareth; Kurtz Hazard, Norristown; Herbert W. Guth, Allentown; Horace E. Howard, Camden, N. J.; William A. Reddington, Lansdale; George A. Atkins, Wilmington, Del.; John J. Boericke.

Homeopath:

Adam Wirth, Roy Deutler, John H. Winslow,

Thomas B. Smith, Edward Beh, Quintine Hock, Edward K. Cope, Russel N. Shemp, Francis J. Connell, Herman C. Siegel, Roscoe F. Beauchamp, J. Paul Louer, George C. Moore, Albert H. Bremer, Oscar Landauer, Henry S. Buckingham, William H. Sheehan, David Dale, Edwin M. Holt, Frank J. Tye, James G. McCollin, William H. Kiefer, George H. Keiser, George A. Michael, Herman K. Snyder, Louis Zion, John Henry Booth, Frank B. Kirby, all of Philadelphia.

Registered qualified assistant pharmacists:

Louis D. Piper, Coal Centre; John Mullin, Monongahela; Harry F. Rigby, Conneaut, Ohio; Edmund P. Werling, Morgantown, W. Va.; Francis Lyman, Oil City; Russell A. Smith, Oil City; C. G. Spence, McKees Rocks; H. C. Freck, Dubois; Joseph P. Corbett, New Bethlehem; Harry M. Rauch and Albert Anthes, of Pittsburg; W. Irvin Brandt, Lancaster; John A. Fisher, Tremont; George L. Holstein, Lebanon; George H. Williams, Berwyn; Benjamin P. Leshner, Chambersburg; Edward J. Foehl, Paradise; Oscar H. Wilson, Frankford; Theodore Rosenorn, Baltimore, Md.; Harry F. Burnhouse, York; Irvin E. Saul, John L. Hockenberger, Edgar Ziegler, E. E. Desch, Paul Eckles, Harry Capwell, W. Wallace Gallagher, John J. Connelley, Robert G. Lilley, Emil S. Schneider, William W. Tyler, Harry L. Wertley, Maybell Haydock, C. C. Doan, John S. Oberly, Philip Reiser, Frederick G. Luebert, C. P. Brown, Robert E. Lutz, Lionel G. Skillman, Alonzo B. Farr, all of Philadelphia.

The J. B. Lippincott Co. Burned Out.

The great publishing house of J. B. Lippincott Co., of Philadelphia, was completely burned out about a week ago in a \$3,000,000 fire, which destroyed almost the entire block in which the publishers were located. This firm publish the "U. S. Dispensary," "Remington's Pharmacy," Sadtler & Trimble's "Chemistry" and other well-known pharmaceutical works. In response to our inquiries as to the effects of the fire on their business they write us as follows:

"Our bound stock and sheets of our various publications were entirely destroyed, so our publications are, as far as we are concerned, out of print. Our plates were to a great extent saved, and as soon as we have pumped out the water that at present fills our vaults, we will immediately go to press upon our various most-called-for publications. The 'U. S. Dispensary,' 'Remington's Pharmacy' and Sadtler and Trimble's 'Chemistry' will be the very first volumes we shall issue, to be quickly followed by our various medical publications. We appreciate more than we can say the kindly interest and sympathy which the entire trade and fellow publishers have showered upon us. It was almost worth while being burned out, to receive the many sympathetic messages of the past few days."

Back Taxes for Sale of Malt Extracts.

Every retail druggist of Charleston, S. C., has received, through the local collector, a notice from the United States Collector of Internal Revenue, that he must pay the Government \$60 as the license and penalty for selling malt liquors without a license for the two years ending June 30, 1900. Through the intercession of the local representative in Congress the time for the payment has been extended to January 7. In the meanwhile steps will be taken to prove that in selling malt extracts for medicinal purposes the druggists have not laid themselves liable for the sale of malt liquors. The case is of national importance as the same condition probably applies all over the United States.

OHIO.

Trouble in the State Board.

Greyer's Resignation Demanded.—Dr. Bramble Dead.

Cincinnati, O., Dec. 5.—A united effort has been made in this city of late to compel Julius Greyer to resign from the Ohio Board of Pharmacy. Some time ago Greyer sold out his Vine street pharmacy and of late he has been employed as a chemist at Wagner's soda and mineral water establishment. Local druggists claim that as Greyer is no longer a practicing pharmacist that he should resign from the State board. Greyer refuses to resign and accuses Cincinnati druggists with disobeying the pharmacy law by allowing unregistered assistants to compound prescriptions. He says public safety is being constantly jeopardized and intimates that he will cause prosecutions to be instituted against some of the druggists. In speaking of the controversy the other day Greyer, among other things, said:

Mr. Ogier Not in the Retail Business.

"These fellows forget that Mr. Ogier, secretary of the State Board of Pharmacy, has been out of the drug business for the past ten years. My duty is to see the law obeyed and keep druggists from endangering the people's health by having anybody but a registered pharmacist compounding prescriptions."

Alfred DeLang, of Fourth and Broadway, president of the Ohio Association of Retail Druggists, said: "Mr. Greyer claims that the assistant must be stood over and watched by the proprietor or manager, who is a registered pharmacist. This is manifestly impossible, and if put in force means the death of every college of pharmacy in the country. What would be the use of a degree of assistant pharmacist if it means nothing but permission to wrap packages and draw soda water? The matter will be brought up at the State Board meeting in January, but will probably have to go to the Supreme Court."

Dr. Bramble Dead.

Dr. Leroy D. Bramble, for a number of years jail physician, and formerly a retail druggist, died last week at the residence of a relative in Indiana. He was one of the best known men in the city and was a brother of Dr. D. D. Bramble. The Bramble Pharmacy, on Broadway near Fifth street, was started by him several years ago. The late Dr. Bramble was popular among physicians and druggists and his name was used at the last Republican convention when the nomination for coroner was discussed. For a number of years he was identified with the Bramble Medical Institute on Broadway and his partners in the venture were some of the leading men of the city. The remains of the deceased were interred at Spring Grove Cemetery with fitting ceremonies. At the next meeting of the Board of County Commissioners a successor to Dr. Bramble will be chosen and those on the inside assert that the place will be given to Dr. D. Este Weatherhead, son of R. H. Weatherhead, the veteran druggist at Sixth and Vine streets, and one of the best known residents of the city. Dr. Weatherhead is a rising young physician of this city and recently graduated at the Ohio Med-

ical College. His office is in the Groton Building. Dr. Weatherhead is a member of the Academy of Medicine and of several other medical societies. He lives in Avondale with his parents and his appointment gives general satisfaction. The position pays a small salary and is thought to be a good berth for a young physician. There were several applicants for the place but Dr. Weatherhead landed the plum and he will begin his duties immediately after his appointment. The Bramble Pharmacy on Broadway will be continued by Messrs. Dixon and Lindsey, the two popular young pharmacists who were in charge of the store while Dr. Bramble was ill. The appointment of Dr. Weatherhead does not mean that he will give up his private practice. On the contrary he will retain his downtown office and will have certain hours for his private patients.

HEARD ABOUT TOWN.

Stein, Vogeler & Co. report a big holiday business.

P. W. Drackett, the well known salesman, is ill with pneumonia.

Cora Dow is attending to business again after a siege of illness.

Fennel's Pharmacy has been renovated and thoroughly remodeled.

George Kylius, the Walnut Hills druggist, has bought a phonograph.

Emil Zorn has purchased the R. H. Hawkins pharmacy at Twelfth and Elm streets.

M. M. Yorston, who has been ill for more than a year, is slowly improving, and takes occasional drives.

Ashley Lloyd ate his Thanksgiving Day dinner at Champaign, Ill. He remained in the Sucker State for several days.

Emil Meyers, the well known young pharmacist of the East End, has accepted a position with a leading firm at Atlanta, Ga.

Simon S. Tuch has been appointed agent for the famous Bethesda and Silurian waters. He has a good trade among the druggists.

J. Strauss, of Franklin; W. E. Coffman, of West Alexandria; H. A. Frankman, of Versailles, Ind., and James Cooper, of Lexington, Ky., were recent visitors.

New Ruling on Candy.

Collector Gill, of Boston, is looking for new worlds to conquer. Recently he was devoting his attention to the tax on tobacco; at present he is looking after the sweet tooth, i. e., a manufacturer of molasses candy is in trouble. The collector holds, and the authorities at Washington have sustained him in the decision, that a stamp should be placed on each package of this candy, as it was advertised to cure coughs and colds and was good as a laxative, etc.

The manufacturer accordingly made a return on the goods sold for the year ending July, 1899, since the revenue stamp tax went into effect. It is now said that the manufacturer will also make a return December 1 for goods sold from July 1 to December 1 of this year, and that payment will then be due for the entire amount, of stamps due from July, 1898, to December 1, 1899.

Payment will, however, it is said, be made under protest, and the manufacturer will sue to recover the money paid, which it is thought will be in the vicinity of \$4,000.

The ruling is a most important one and will render liable a considerable number of articles which, while primarily confections, have been advertised as possessing medicinal properties.

MICHIGAN.

N. A. R. D. Officers.

President Jones and Secretary Wooten in Detroit.

Detroit, Dec. 6.—The present outlook of the retail druggists in this city would hardly be recognized when the condition existing a year ago is referred to. The most sanguine supporters of the local association did not predict that they would be able to accomplish the acquired results in any such length of time. The work has made itself felt in a most encouraging manner.

On November 24th the executives of the Detroit and Wayne County Retail Druggists' Association were fortunately enough to secure the consent of President Simon W. Jones and Secretary Thos. V. Wooten of the National Association to address their meeting on that date, and the hundred or more druggists who attended that meeting were treated to one of the most stimulating speeches on association possibilities that they have ever been fortunate enough to listen to. In a practical and convincing manner President Jones dilated upon the future of the N. A. R. D. as a power to be reckoned with at all times by manufacturers and wholesale dealers. The president is not a man given to chasing rainbows, and his convincing words impressed all who heard him with the natural qualification which he has to direct the association in everything that concerns its members.

Jobbers Approve.

Representatives of the two local jobbing houses were at a meeting, and on behalf of their firms expressed themselves as ready and willing to back up anything that the association might undertake in the interest of retailers.

The most important business transacted at the meeting was the adoption of a certificate plan and the treatment dealt out to the proprietors of Cuticura remedies.

The Cuticura Matter Taken Up.

The inevitable has happened, and when the druggists decided to discontinue the sale of all Cuticura articles it was the natural outcome of the unsatisfactory condition of affairs existing between manufacturers and retailers for many months past. The association were able to secure the consent of all the retailers with one exception and also the department stores who handle toilet articles to do away entirely with an article which has become a burden to all concerned. Since Nov. 27 it has been practically impossible to obtain a cake of Cuticura soap in the city and a feeling of relief is noticeable in the manner of many of the large as well as small dealers.

The wholesalers while they carry this article are not at liberty to sell to anybody in Detroit without their breaking an agreement they have made with the association in the matter.

Certificates for Salesman.

Another radical measure adopted by the meeting was the adoption of the plan of issuing certificates to travelers selling goods in this territory, a practice which has been tried elsewhere with success. The president is entrusted with the responsibility of issuing these certificates and though there is nothing that will prevent a salesman showing his lines with-

out a certificate, it will practically be impossible to dispose of his goods if he cannot show one. The election which followed the regular meeting resulted in the re-election of last year's officers as follows: President, J. W. Seeley; Vice-Presidents, A. L. Walker and W. H. Burke; Secretary, C. F. Mann; Treasurer, Wm. Dupont. No organization of one year's standing can boast of a more encouraging outlook than that which presents itself to the local druggists' association in this city.

Rumor of a New Pharmaceutical House.

There has been a report prevalent that a new pharmaceutical manufacturing company is about to be incorporated in Detroit with a capital of \$2,000,000. If reports are correct, the concern will not be handled by novices, but by men with vast experience in the manufacturing business. It looks like an amalgamation of manufacturers as some of the new company are at present interested in large outside concerns. Those who claim to know, predict an established business for the new concern.

To Ask for Reduction of the Stamp Tax.

The special committee on federal legislation, which was recently appointed by V. Mott Pierce, of the Proprietary Association of America, met last week in New York city, to decide upon what course to pursue in the carrying out of the resolution adopted by the Proprietary Association at the meeting at Niagara Falls in October last.

This resolution, as adopted by the Proprietary Association, was in point of fact an endorsement of the resolution passed by the N. A. R. D., which provided for the annulment of the tax on medicines, or if this could not be obtained, a reduction in the rate of the stamp tax and the extension and equalization of same. It was decided to present this question of annulment of or reduction in the tax to congressmen, and thus obtain their views in the matter, sending a memorial to the Ways and Means Committee, pointing out the sentiments of the entire drug trade in regard to the singling out of one class of manufacture to bear the burden of the tax, while it is not imposed upon any other manufacturer.

The following were present at the meeting in New York: G. L. Douglas, attorney to the committees of the Proprietary Association, Horace M. Sharp, Anthony M. Hance and Thomas F. Main.

N. W. D. A. Committee on Legislation.

The committee on legislation of the National Wholesale Druggists' Association, appointed by President E. C. Frisbie, for 1899-1900, consists of the following members: M. O. Blanding, chairman, Providence, R. I.; W. J. Walker, Albany, N. Y.; Albert Plaut, Thomas F. Main, New York, N. Y.; W. A. Robinson, Louisville, Ky.; M. N. Kline, Philadelphia, Pa.; John McKesson, New York, N. Y.; George L. Muth, Baltimore, Md.; Robert W. Powers, Richmond, Va.; Charles Cook, Portland, Me.; Dr. R. V. Pierce, Buffalo, N. Y.; Wm. M. Warren, Detroit, Mich.; George A. Kelly, Pittsburgh, Pa.; Henry R. Strong, St. Louis, Mo.

ILLINOIS.

TO REVISE THE STAMP TAX.

Chicago Drug Firms Consolidate.

Two Prominent Pharmacists Dead.

Chicago, Dec. 4.—A deal of considerable importance has just been effected here in the consolidation of the Halsey Bros. Co. and the Gross & Delbridge Co. The new firm will retain the name of Halsey Bros., who practically absorb the other concern. Both deal in homeopathic supplies. Dr. Gross will retire and J. B. Delbridge will become manager of his old store, which will be made the retail headquarters. William G. Jennings will be president of the new firm, and George R. Hennig secretary and treasurer. The Taylor & Myers Pharmacy Co., of St. Paul, will be conducted by Halsey Bros. as a branch. The firm will send out thirty traveling men in the East and West. Halsey Bros. has boasted of a big Eastern clientele, while Gross & Delbridge have been credited with doing a heavy business in the West. They are looking for a location in Chicago where a new laboratory can be set up. It is the intention to make this the largest and most complete in the country and to thus dominate the homeopathic drug business. Halsey Bros. is the oldest homeopathic establishment in Chicago. The store of Gross & Delbridge is at 95 Wabash avenue, and of Halsey Bros. at 65 Washington street.

To Improve the Revenue Stamp Act.

The proposition to hold a meeting of internal revenue collectors in Washington during the present session of Congress is likely to result in some action being taken by Chicago drug men. Collector Coyne announces that the convention will be largely for the purpose of suggesting to Congress changes that would improve the revenue stamp act. Collector Coyne has asked everyone in and about Chicago, who feels any interest in the matter, to send in suggestions to him. These suggestions will be used as material at the Washington convention. It is not in the power of the collectors to make any changes in the law, but as they have been close students of its workings, it is believed that any suggestions made by them will have considerable weight with senators and representatives. It is not likely that wholesalers will take any action, as the stamps are paid for either by the maker or by the retailer. The matter of looking up the interests of the retailers has been referred to John I. Straw. Among manufacturers it is thought likely that the loudest protest will come from men who have to stamp in bulk goods that are later sold in small quantities. The stamps have to be equal to the value of the goods when subdivided and the manufacturers assert that no one short of the seventh son of a seventh son can tell whether one retailer is going to charge as much as another for the same goods. This is especially noticeable in perfumes sold in half pound or pound bottles. The druggist usually sells it in small lots, and the manufacturer can only guess what will be charged. Nevertheless, the stamps on the pound bottle must cover the value of the perfume as sold in half ounce lots. The law is thought to be loose in this regard. Other makers, it is thought, will take advantage of the proposed convention to tell their grievances.

It is asserted here that it is not yet a certainty that the convention will be held.

Dr. Lee Hatch and W. P. Boyd Dead.

Two former members of the State Board of Pharmacy, Dr. Lee H. Hatch, of Jacksonville, Ill., and W. P. Boyd, of Arcola, Ill., have died during the last week. Dr. Hatch died Nov. 25 after an illness that was long standing. He was absent from his store only ten days. He was president of the State Board of Pharmacy during the World's Fair and presided here, at that time, at a joint meeting of the I. Ph. A. and A. Ph. A. He then made a brilliant speech, for which he has always been remembered. He had been a great sufferer for years, and for the last three years every meeting with his old friends was thought to be his last. The drug stores at Jacksonville are closed at 8 o'clock as a result of Dr. Hatch's efforts. When on the State board he was known as being extremely practical. He often gave good advice to applicants. His store was among the best in Illinois outside of Chicago. Mr. Boyd was twice a member. He was in from '87 to '92, and from '95 on during the unexpired term of Isaac Coffee, of Cairo. He was in poor health during recent years and was a great sufferer with rheumatism. When in good health he was noted for his sociability and good nature. He used to have Christmas trees in his store and invite the children to come in and dance while he looked on.

Chicago Druggists Interested in the New York Law.

Chicago druggists are much interested in the draft of the New York law printed in the last number of the **AMERICAN DRUGGIST**. The parts which are attracting the most attention are the time clauses and the distinction between a druggist and a pharmacist, which is not clearly understood here.

The Veterans' Association at a meeting held for the purpose of taking action regarding the recent trip to Joliet passed a general resolution thanking Mr. and Mrs. H. H. Green for the invitation. They also thanked Warden Murphy of the penitentiary, together with his wife, the chaplain and the medical staff for their attentions. John Blocki was thanked for his efficient services as manager and thanks were extended to the members of the sanitary board for their kindness in supplying carriages.

WESTERN NOTES.

Roe & Morse, of Nashua, Iowa, have sold out to the Ramond Drug Co.

E. C. McCain, of Kentland, Ind., has been succeeded by McCain & Nealy.

Leo Eliel, of South Bend, Ind., was here last week buying supplies for his new store.

T. W. Wrixon has bought out the Schultz Pharmacy Co. at Twenty-third and State streets.

George Wagner, a druggist at Grand avenue and Roby, was held up by three men Nov. 26 and robbed of \$25.

F. W. Blocki, son of John Blocki, the veteran druggist, has been appointed deputy commissioner of public works.

Porter B. Fitzgerald, of Morrison, Plummer & Co., has been re-elected secretary of the Bureau of Associated Charities.

In a recent ordinance is a provision prohibiting the distribution of "sample packages of patent medicines or other nostrums" in hallways.

Along with renewals of certificates now coming in, many complaints are reaching the state board, of druggists who are violating the law.

The Whitfield Drug Company has been incorporated by J. W. Hoyt, D. Kaplansky and C. H. Schwartz. Mr. Whitfield will continue as manager.

The store of F. D. Secord, on Fifty-third street, close to the Hyde Park police station, was entered by thieves Dec. 1. Only \$5 was secured.

Dr. Peter Fahrney has taken out a permit for a four-story brick addition to his factory at 114-116 South Hoyne avenue. The cost is to be \$10,000.

Thies & Co., 657 Roscoe street, the firm consisting of Arnold Thies and Julius A. Harighaugen, have dissolved, Harighaugen succeeding to the business.

Among recent visitors to Chicago were: Nelson, Weed, Mankato, Minn.; George B. Bender, Spencer, Iowa; Fred J. Brown, of La Grange, Ind.; and O. M. Oleson, of the Oleson Drug Co., of Ft. Dodge, Ia.

Max Landecker, who is held in New York on a charge of larceny, is being prosecuted by the Greek-American Sponge Company, of 169 Randolph street; \$1,300 is involved. Landecker was a bookkeeper and left Chicago Nov. 25.

Thomas A. Weaver, 25 years old, a student at the Chicago College of Pharmacy, committed suicide Nov. 27 at 41 Colorado avenue. He took morphine and was found dead in bed. In the hand that he held over his heart was the photograph of a young woman whose identity is not known. The body was shipped to Elston, Kan., and was accompanied to the train by Weaver's fellow students.

The store of W. C. Scupham in Central Music Hall Block, was damaged by fire Nov. 24. It is presumed that ammonia exploded and threw chemicals into a gas jet. Windows were blown out, and for ten minutes the fire was fierce. A lecture was going on in the hall at the time but the audience did not become alarmed. Miss Lillian Dickey, the cashier, saved \$500 that was in the cash register. The drug stock and the store were badly damaged.

L. A. Becker, of L. A. Becker & Co., has personally placed an order for what is probably the finest soda fountain in the west. It was sold to A. Breunert, Fourteenth and Grand avenue, Kansas City, Mo., for Jan. 1 delivery. The fountain will be a 20th century, which will be executed in solid cherry, hand carved. It is sixteen feet long. L. A. Becker & Co. manufacture the 20th century soda fountains at 51-57 Institute place, Chicago.

Changes in the Marine Hospital Service.

Orders have been issued for the following changes in station of hospital stewards in the United States Marine Hospital Service:

John Achenbach.—Relieved from duty at Port Townsend, Washington, and directed to report to the Port Townsend quarantine station, Washington, for duty, November 18, 1899.

G. H. Brock.—Relieved from duty at New Orleans, La., and directed to proceed to Cincinnati, O., for duty and assignment to quarters, November 18, 1899.

M. McKay.—Relieved from duty at Boston, Mass., and directed to proceed to New York, N. Y. (Stapleton), for duty and assignment to quarters, November 18, 1899.

G. C. Allen.—Relieved from duty at New York (Stapleton), and directed to proceed to the Delaware Breakwater quarantine station for duty and assignment to quarters, November 18, 1899.

F. H. Peck.—Relieved from duty at Baltimore, Md., and directed to proceed to New Orleans, La., for duty and assignment to quarters, November 18, 1899.

E. T. Olsen.—To rejoin station at Wilmington, N. C., November 18, 1899.

R. F. Troxler.—Relieved from duty at San Francisco, Cal., and directed to proceed to Port Townsend, Wash., for duty and assignment to quarters, November 18, 1899.

MISSOURI.

Preliminary Skirmishing in the Trust Case.

Technical Points at Issue.

Decline of the Holiday Goods Trade.

St. Louis, Dec. 3.—The St. Louis Druggists' anti-trust trial came up on Tuesday, November 28. The arguments on the demurrer were presented by the State and defence, and the judge gave until December 12 for them to file their pleadings. The attorneys for the State stated that they would have theirs filed by December 1, and the attorneys for the defence stated that they would file their pleadings within five days of the time that the State's attorneys filed theirs. The case attracted very little attention and there were only a few druggists present. The arguments and pleadings are upon the law points only, and it will then rest upon the judge's decision whether or not the case goes to trial. If it is decided that the case does go to trial the same will not come up before the middle of January at any rate. It is the opinion of all who were present at the arguments that there is little prospect of the case ever coming up again.

Little Signs of Holiday Trade.

Although the holiday season is at hand, there is very little sign of it among the druggists, either wholesale or retail of this city. A few of the retail druggists put in a small stock of perfumeries, etc., for holiday sale, while some others laid in a little larger stock of candies, or a little better grade; while a still smaller number laid in a stock of liquid refreshments for the exclusive benefit of themselves and their most intimate friends. W. L. Meyer, in charge of the sundry department of the Meyer Bros. Drug Company, said that from 1881 to 1890 they endeavored to carry the largest stock of holiday goods of any house in the city, and that they found it quite profitable, but that the manufacturers, mostly Chicago and Eastern firms, began to cater to the retail trade direct and they soon saw that it would be risky business to keep in line, and so disposed of their remaining stock as soon as possible, and that for several years they have made no pretense whatever of handling holiday goods. He says it was a very unsatisfactory and unreliable business for a jobber to conduct and that they were glad to give it up.

CITY NEWS.

A. J. Funch's drug store, at Fourteenth street and Clark avenue, was robbed on the night of Nov. 30.

Theo. F. Hagenow, the well known druggist at Fifteenth street and Choteau avenue, is quite ill at present writing.

Otto F. Trauble, the popular druggist at Jefferson and Choteau avenue, is laid up with inflammatory rheumatism.

C. G. Penny, the druggist at Twenty-first and Market streets, has been spending several days at his old Kentucky home.

J. H. Scherzinger, proprietor of the drug store at 1625 South Ninth street, spent Thanksgiving with relatives in Columbia, Ill.

F. B. Vogt, the well known druggist at Twenty-third and Dodier streets, has sold his handsome drug store to G. W. Tants.

In a recent examination at the medical department of the Washington University five graduates in pharmacy headed the list of honor.

J. A. Weipert, proprietor of the store at Ninth and Olive streets, has just returned from a business and pleasure trip to New York City.

F. W. Seibert, the leading druggist of Ashley, Ill., has, with his young bride, been spending a few days at the Planters' House, in this city.

George Schroeder, the well known druggist on Chippewa street, near California avenue, was recently married to a charming young lady of the south side.

J. C. Thumser, the popular druggist at Me-nard street and Russel avenue, entertained a number of his doctor and druggist friends on Thanksgiving Eve.

W. C. Waldeck, proprietor of the Brenen pharmacy, 3600 North Broadway, has arrived home laden with fish and fishing stories from the lakes of Michigan.

Dr. E. F. Yancey, chief surgeon for the M. K. & T. Railroad, and an old druggist of Sedalia, Mo., has been shaking hands with St. Louis friends for the past few days.

E. W. Helwig, proprietor of the drug store at Twenty-first street and Choteau avenue, has returned from Alton, Ill., where he was called on account of the serious illness of relatives.

Druggist With 160 Branch Stores.

The firm of Boot (Limited), England, have an immense factory for the manufacture of pharmaceuticals, proprietary preparations, etc., at their headquarters in Nottingham. The company operates 160 branch pharmacies, each under the direction of a competent manager, qualified by examination of the British Pharmaceutical Society. The presiding genius of this great concern is Jesse Boot. Needless to say he is a subscriber to the AMERICAN DRUGGIST.

Another Child Deserted.

According to the Wilmington, Del., "Every Evening" of Nov. 10 a male infant about two months old was found wrapped in flannels in a basket in the yard of Mrs. Joseph Lacey, Second and Adams streets, about 8.30 o'clock last night, having been deserted by its mother. It appeared to be in good health. It had red hair. Mrs. Lacey cared for the waif and notified Police Captain Chambers. Four bottles of milk and the following note were also found in the basket:

Take four cups of milk and scald it. Take two fairly heaping teaspoonfuls of Eskay's food, mix it with a little cold water, then add two cups of boiling water and boil five minutes, then add it to the scalded milk and add two and a half teaspoonfuls of sugar.

Give eight ounces at a meal warm, feed every three or four hours, four hours apart is better than three hours. He gets too full and uncomfortable if fed every three hours.

You can get Eskay's food at any drug store. This quantity is enough for 24 hours. (Signed) 2056. September 23, 1899.

The basket was wrapped with a heavy piece of paper in which an express package had been wrapped, and as it bore the number 2056, the same as that signed to the note, the police think this may give a clue to the parentage.

While Smith, Kline & French Co. modestly disclaim any credit in this connection, the advertising managers of other infant foods will be filled with envy, admiration and chagrin when they read this news item.



Our Portrait Gallery

[Contributions for this column are invited. For available articles dealing with the news of traveling salesmen payment will be made.]



T. H. CHEETHAM.

Representing Lazell, Dalley & Co. in the Central States.

The AMERICAN DRUGGIST takes pleasure in presenting to its readers this issue the portrait of T. H. Cheetham, Western representative of Lazell, Dalley & Co., of New York City, whom he has represented for the past three years in Ohio, Indiana and Michigan. Prior to that time he was on the pay roll of Morrison Plummer & Co., of Chicago—in fact, he is a genuine, name-blown-in-the-bottle Chicago product, having first seen the light of day in that city about the time that Mrs. O'Leary's cow collided with the lantern.

Personally, Mr. Cheetham is one of the most jolly and companionable of men, even though handicapped with a name that gives the drug trade the impression that his motto is "do others or they'll do you."

Agreeable in manners, he easily makes friends and is fast building up a large and valuable trade for his popular house. He seldom displays temper, although it is understood he has an abundance of that article on tap whenever it is necessary to draw on it.

"Ted," as he is known by his intimate friends, has in his make-up a large amount of "Pushology" that keeps him right at the front of the procession, and gets for him the gratifying results that count in these days of close competition.

He is not married, but it is rumored that there is a young lady down in the Hoosier Capitol who is at liberty to pick out the furniture 'most any time she gets ready.

Caught on the Fly.

BOSTON.

Louis P. Salazaar, representing Lewy's Chemical and Novelty Company, has been showing some fine samples during his last trip in this vicinity.

D. A. Baker, agent for Polk's Medical Directory, has just completed a tour of this section.

Rudolph Wirth still keeps the trade informed of the existence of the firm of E. Fougera & Co., and his genial ways are well known.

George W. Street keeps the ball rolling for the Orangeine Chem. Co., and is busy introducing and filling orders for headache and neuralgia cure.

Mr. Jackson has been doing good work for Cudahy & Co., Omaha, Neb.

H. Leerburger has been the rounds in the interests of his line of essential oils.

Charles H. Ahle has been pushing Coke's Dan-druff Cure. He represents the A. R. Bremer Company, of Chicago.

Ed Clark, agent for P. C. Thompson & Co., Philadelphia, has done good work in his specialty of Colonial perfumes.

W. S. Heinman, with Baur & Black, Chicago, made one of his successful visits. His specialty is the O. P. C. suspensories.

A. E. Pack has been successfully canvassing this district. He represents the Cresol Manufacturing Company, New York.

Henry Spavin, one of James W. Tufts' representatives, was in Lowell last week and brought some large orders for his house.

J. Edward Mace, the able representative of the Maltine Manufacturing Company, visited this town, with his usual good results.

E. H. Ross keeps the interests of the Crown Perfumery Company in prosperous condition. His last trip was of the usual order.

A. J. Steine, agent for Eisner & Mendelsohn Company, New York, recently called on the trade soliciting orders for Hoff's malt.

D. A. O'Gorman, so well and favorably known from his long connection with the "New England Druggist," has made a recent visit in the interests of the Van Publishing Company.

Mr. Palmer, who represents Palmer's perfumes in this section, resides in the Dorchester district. He has an extensive acquaintance in New England and secures many orders.

Frank G. Dort, is a former druggist of Keene, N. H., but finds the gripsack more to his liking. He represents Wampole, of Philadelphia, most efficiently. As an order placer he is a success.

BUFFALO. Visiting drug salesmen have been plenty of late, some of the local establishments being obliged to detail a special man to look after them. Everybody, as a rule, reports business good, far better than the average for some years past.

About once a year H. Martin, who came across from Bonnie Scotland to represent the Aberdeen Comb Works, finds his way to Buffalo. He has just paid us a visit.

G. M. Diamond, one of the regular drug experts of the road, paid Buffalo a visit late in November, selling goods for Stallman & Fulton and doing his usual good business.

G. F. Stanton comes from the playing card manufacturers, known as the New York Consolidated Card Company, and does a good business in his line in this vicinity.

Another welcome visitor to the local drug trade is Robert Zoeller, who comes in the interest of F. Brett & Co., with dyewoods and a thousand other specialties in that line.

The American Hard Rubber Company sends us H. E. Morton to look after its business. Mr. Morton waited till the holiday rush was over and then took some very good orders.

Charles J. A. Fitzsimmons, with Parke, Davis & Co., is rated a new man by the city jobbers. He represents the crude drug department and hails from New York. He is very welcome here.

Our old friend J. P. Jones, who comes in the interest of Sharp & Dohme, is bound to take the lead of his competitors if attention to this section will do it. He has been in Buffalo twice within a short time.

ROCHESTER. Norman C. Long, so well known to the druggists of Rochester as the promoter of the interests of the New York Pharmacal Association, paid us a visit a few days ago.

G. M. Diamond, the popular representative of Stallman & Fulton, called on the trade in this city the first of the month.

Joseph Bieber, representing A. Leipzig, importer and manufacturer of willow ware, etc., sold us some of his fine goods while here recently.

C. R. Whitney, agent for the Dr. Herrick's Family Medicine Company, of New York, was in Rochester last month. Mr. Whitney has represented this firm for nearly twenty-five years and is intimately acquainted with the druggists of Northern and Western New York. His calls are those of an old friend.

Charles J. Fitzsimmons, from the crude drug department of Parke, Davis & Co., has just left Rochester after a successful visit to the druggists here.

We have received a card announcing that D. D. Dodds, the agent for Fox, Fultz & Co., of New York, will arrive in Rochester about the 14th or 15th inst.

Two of the representatives of John Wyeth & Bro. were in Rochester recently—F. F. Matthaei doing detail work with physicians and F. Estell calling on the druggists.

P. J. Coughlin, representing Nelson, Baker & Co., of Detroit, Mich., was in Rochester a short time ago. Mr. Coughlin is a man of charming address, besides being a successful salesman. His visit here was a successful one.

Henry J. Heister, manager of the Chicago branch of George Leuders & Co., called on the druggists here Nov. 27. Mr. Heister attends very carefully to business and is surely getting a firm hold on the trade in this city.

PHILADELPHIA. Geo. Neidlinger, of Neidlinger Brothers, of New York, recently called on the jobbing trade here and showed us some new specialties of his firm. He found business good here and took away some large orders with him.

M. P. Lent has been here taking orders for chewing gum for Beeman, of Cleveland.

Charles Simons, of Lubig Malt Extract Company, has been working the retail trade here.

G. B. Dalton, one of the local representatives of Jonsson & Johnson, mourns the loss of his wife, who died on Nov. 30.

Mr. Adams, who is with Chr. Lipps, of Baltimore, is showing some attractive packages of soaps and placing orders for them.

John Clay, the New York manager of Hance Brothers & White, has been in this city in consultation with the members of the firm.

Fred Fenno, of Wallace & Co., of New York, is a gentleman whom we are always glad to see and he has just left us and seemed contented with results.

CINCINNATI. J. L. Lambright, the rubber salesman representing the Goodrich Company, was here this week.

A well known salesman who paid Cincinnati a visit recently was R. B. Parmenter, the brush man.

Bob West, the well known salesman employed by Hale, Justis & Co., spent Thanksgiving day in Cincinnati.

"Look out for me on Dec. 4th" is the way W. J. LeMoine, the brush salesman, announced his recent arrival.

G. W. St. Clair, the hustling representative of Johnson & Johnson, the plaster manufacturers, was here last week.

Edward J. George, a clever salesman representing the Davol Rubber Company, was in the Queen City this week.

D. L. Meyers, a popular traveling salesman, was here recently in the interest of the Watertown Thermometer Company.

M. S. Seelman, one of the best sponge salesmen in the country, was here recently representing A. Isaacs & Co., of New York.

ST. LOUIS. C. B. Sprague, manager of the Oraninge Chemical Co., of Chicago, has been looking after business in this city for the past few days.

E. L. Brown, of the Mansfield Drug Company, Memphis, Tenn., is in the city on business.

L. E. Frost, of the Frost Chemical Company, of this city, has left on an extensive business trip through the South.

J. F. Blocker, representing the Meyer Bros. Drug Company in Texas, is at headquarters posting up for the new year.

J. W. Murray, representing Hance Bros. & White, has been spending a few days with their local representative, Mr. Severson, at this point, laying plans for the new year.

A. B. Van Arsdale, representing Wm. S. Merrill, of Cincinnati, has been stirring up things at this point for the past week.

L. I. Rutter, general traveling salesman for Parke, Davis & Co., has been spending a few days with the local office force.

Frank L. E. Gauss, in charge of the local office for The Searle & Hereth Co., has been spending a few days at the head office in Chicago.

John Shermann, in charge of the sponge department of the Meyer Bros. Drug Company, has left on his annual trip to Key West and Cuba.

Chas. Rucker, representing the Swifts Specific Company, has been hustling around the wholesale houses at this point for the past week.

A. H. Marshall, of the Abbey Effervescing Salt Company, of this city, has started on an extensive campaign for trade through the South.

A. G. Aucher, of the Carter Ink Company, is taking a whirl among their local customers. If there are any orders in sight he usually gets them.

F. B. Amend, of the Beeman Chemical Company, Cleveland, is on hand looking after business for the new year and straightening up old accounts.

J. C. Meseroll, representing E. R. Squibb & Sons, New York city, has been spending a few days with the local trade. He never lets the grass grow under his feet.

CHICAGO. The Iowa State Traveling Men's Association opened its nineteenth annual convention at Des Moines Dec. 2. In the association are 12,000 members, several thousand being Illinois men. During the last year more than \$115,000 was paid in claims. The convention is to pass on the question of putting the secretary's salary at \$12,000, and the advisability of limiting the age of admission to 30 years.

A. Kloster, representing Morrison, Plummer & Co. in the west, has just returned from an extended trip to the Pacific coast.

Charles W. Griffiths, who is with the Herf & Frerichs Chemical Company, of St. Louis, was among recent visitors to Chicago.

John Krone, salesman for Solon Palmer, is here for the holidays looking as if fortune and the condition of his order book were all that he could ask. He was formerly in the employ of George R. Baker, at the Ashland pharmacy. His territory embraces Kentucky and Ohio.

Edward C. Fowell was in Chicago recently. He was on his way to the coast, where he goes in the interests of Schieffelin & Co. He represents the chemical and pharmaceutical department.

William Townley Case, representing C. F. Boehringer & Soehne, dropped into town last week. Mr. Case's route extends to Cuba, and when called on to define his political position he said that as far as orders for chemicals went he was an expansionist.

T. R. Burton, representing Morrison, Plummer & Co., in Illinois, who has the reputation of being one of the most successful salesmen in this section of the country, was married recently at Belvidere, Ill. His friends at the office of the drug firm, heads of departments and salesmen, clubbed together and presented him with a handsome set of table silverware, which was sent to Belvidere with the wish that the young salesman's home life might be as happy as his business career had been successful.

A peculiar story was brought out at the funeral of George E. Ranstead, a traveling man. The funeral was held Sunday, Dec. 3, from Rolston's undertaking establishment, 22 Adams street. Beside the coffin stood five men, the survivors of an unusual organization formed six years ago. In December of 1893 F. C. Cole was buried at Oakwood cemetery. Thirteen men attended the last services and among them was Mr. Ranstead. The unlucky number was noted and it was remarked that the omens indicated that A. D. Hall, one of the thirteen, would be the next to die. This proved to be the case and in 1894 he was buried in the same cemetery. In 1895 two others of the party, F. B. Marshall and N. J. McCarthy died, and two years later C. J. Andrews' funeral took place. Of the original thirteen eight are living. All the thirteen were commercial travelers. Their names follow: Charles Oakley, J. S. Jones, W. H. Ranstead, George E. Ranstead, G. W. Lampkins, A. D. Hall, N. J. McCarthy, C. J. Dunning, F. B. Marshall, J. S. Prescott, C. J. Andrews, A. S. Wood and W. H. Ruger. Mr. Ranstead died suddenly on Washington street, near Dearborn, last Friday. More than 150 members of the Veterans' Relief Association were present.

C. F. Moore, of Hance Brothers & White, was here not long since talking shop with Manager J. H. Odbert.

Charles L. Gleason, who looks after the crude drug department of Parke, Davis & Co. in the west, has been working Chicago and some of the western cities. He said business was so heavy in Chicago that it took him two weeks to finish the town.

Charles E. Matthews, manager for Sharp & Dohme, at 221 Randolph street, Chicago, has returned from New York, where he goes twice a year to plan out advance work. Mr. Matthews is one of the most successful managers on the street and has a large circle of friends that has steadily grown greater in size as he has climbed up. Mr. Matthews' friends are fond of saying that he has pounded his way to the front by steady application and hard work, and that he has only himself to thank for his success. In spite of his hard work he always has time for a courteous word with every visitor.

Dr. Lee Hatch, whose death is reported from Jacksonville, Ill., paid a warm tribute once to the traveling salesman. A well known druggist, while talking with Dr. Hatch, called the salesmen "nuisances." "You are wrong there," answered Dr. Hatch, "traveling salesmen are among my best friends. They are always cheery, and always look on the bright side of things, no matter how tired they are of the dull routine of travel and poor hotel fare. They have an apt story for every situation and when one of them comes in with his hearty laugh he can make an old skinflint smile and loosen up. No matter how dull business is, or how slack the orders, the drummer is cheerful, and to have one of them come into the store is the best medicine I can take. It makes me forget the pains that have been chronic and I can laugh and enjoy life under such influence. All I have done for several years is to doctor my pains and entertain the traveling men who come in to see me; things never look so bright as they do when some good fellow is telling me his latest story." Needless to say Dr. Hatch had plenty of callers. He was a general favorite with traveling men, who would wait until they reached Jacksonville before buying needed articles and would then give Dr. Hatch big orders.

The Salesman's Department.

In most large houses there is a salesman's department, whose manager is in daily communication with the men on the road, sending them literature regarding the merits and good points of new goods, suggesting better methods of profits, and helping them in every way to become more efficient. One house claims that the establishment of this department enabled them to increase their profits 2 per cent. the first year.

The salesman's success is in concentration; like Cromwell, he "not only strikes when the iron is hot, but by continual striking heats the iron." To solve this proposition requires coolness, right reasoning, promptness, patience and never-relaxing vigilance.

His duties are too exacting to admit of much responsibility as to credits, and the tendency of incorrect methods is to separate more and more the credit and sales department. But to secure the best results requires a cordial co-operation between credit man and salesman, and having in view the general results of the business, it is the duty of the credit man to persistently and assiduously cultivate such relations; unless this is done an immense power is lost of expanding the business and keeping such expansion within safe and proper limits.

The credit man is interested in maximum sales as well as minimum losses. The salesman is equally interested in doing a safe business as in doing a large business. Co-operating, the salesman's enthusiasm finds balance and strength in the credit man's conservatism, while the credit man's caution is merged in the enterprise of the salesman.

There must be a substantial basis of truth and good will to sustain such relations as are desirable between salesman and credit man.—H. E. Hutchings.

A Good Salesman.

A German commercial traveler, who has been visiting the wholesale firms in Paris on behalf of a manufacturer of druggists' sundries across the Rhine, related the other day to a correspondent of the "Chemist and Druggist" details of a rebuff he met with from the head of a well-known firm here. Mein Herr had been insisting on the quality of his wares with more than usual persistency, when the French buyer said, "You must excuse me, but I have just been to see my doctor, and he recommends me to talk as little as possible for the next month, so that every minute I am conversing with you may mean a year off my life." The German promptly produced a sheet of paper and a pencil and asked the prospective buyer to write his order, but business did not result.



Review of the Wholesale Drug Market.

It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

New York, Dec. 9, 1899.

THE market for the past fortnight has been almost wholly devoid of features of special interest, the changes occurring having been for the most part fractional, although a decided slump took place in ipecac, which has ruled abnormally high for quite a long time. The opium market shows some indications of strength, and a slight advance has been made, though the demand does not warrant the expectation of any very startling change in the near future. Quinine occupies a somewhat anomalous position, the manufacturers not having advanced their price in consonance with the advance of 15 per cent. in values, which occurred at the bark auctions in Amsterdam on Thursday of this week, although the advance in quinine is momentarily expected to take place. The general volume of business is very satisfactory indeed, and since such changes as have occurred have been mostly toward a higher plane, the general results have been eminently satisfactory.

We give below the more important fluctuations which have taken place during the fortnight.

Higher.	Lower.
Aloin.	Ammonia sulphate.
Arnica flowers.	Balsam peru.
Buchu leaves.	Chamomile flowers.
Cacao butter.	Hellebore.
Carbolic acid.	Ipecac.
Cascara sagrada.	Nitrate soda.
Cocoonut oil.	Oil bergamot.
Ergot.	Oil cassia.
Linseed oil.	Oil anise.
Lavender flowers.	Quince seed.
Lycopodium.	Rapeseed.
Menthol.	Rochelle salts.
Orris root.	Saffron.
Sarsaparilla, Mexican.	Seidlitz mixture.
Sassafras.	
Serpentaria.	
Strychnine.	
Tragacanth.	

DRUGS.

Acetanilid remains depressed in price, owing to competition, but there is a steady growth in the consumptive demand. We quote 20c. to 23c.

Aconitine has taken a jump upwards of more than \$2 per oz. and is now quoted at \$8.55 to \$8.75 for amorphous, and at \$8.00 to \$8.25 for crystals in ounces. Scarcity of the crude drug is assigned by the manufacturers as the cause of the advance.

Alcohol remains unchanged since the decline of 2c. noted in our last, and moves out into consumptive channels freely at \$2.40 to \$2.42, less the usual rebate. Wood is firm at 90c. for 95 per cent.

Aloin has advanced to 45c. to 50c. in sympathy with the parent drug, and is held firmly at the price quoted.

Arnica flowers are very firm in view of the brisk demand, and scanty offerings from abroad. We quote 9c. to 9½c. for the average quality.

Balsams.—Copaiba is quiet and no large transactions come to the surface. Our previous range of prices are maintained, however, and we quote for Central America 40c. and Para 45c. Fir is firmly held at \$2.20 to \$2.25 for Canada, and 90c. to \$1.10 for Oregon. Peru has been marked down to \$1.60 to \$1.70, though there is no pressure to sell at those prices, one of the largest dealers having been relieved of his stock.

Barks.—Buckthorn is jobbing in a fairly satisfactory way at 4½c. to 5½c. Values are reported firmer abroad. Cascara sagrada continues to move out into consumptive channels, but the arrivals about keep pace with the consumption, and prices remain unchanged at 5½c. to 6½c., though new bark may be had at 5c. The market on the coast is reported firmer. Sassafras has advanced, owing to scanty supplies, and we quote 10c. to 11c. Wild cherry is quite active, as is to be expected at this season of the year, and is firm at 4c. to 6c. as to quality, the range of which is very wide.

Beeswax.—A firmer market is reported, and quotations on ordinary jobbing has been, in some cases, marked up ½c., though our range of 27½c. to 28c. may still be taken as fairly accurate. Where buyers are careful, however, as to quality, ½c. above these prices is demanded.

Brazil wax is quite firm in tone, owing to reports of scarcity at primary sources and unfavorable crop reports. We quote 10½c. to 11c. for No. 3, 13c. to 14½c. for No. 2, and 18½c. to 22c. for No. 1.

Buchu leaves continue to advance, on account of the scant supply, and 30c. is now asked for short.

Cacao butter has stiffened up under favorable reports from the Amsterdam market, the sales on Thursday at Amsterdam netting an advance of ½ penny, as compared with the prices paid at the previous auction. In London, also, there was an advance of 1 penny from the prices paid in November.

Caffeine remains in active demand and steady at \$3.75 for bulk.

Cantharides have attracted but little attention during the interval, and prices are quoted unchanged at 53c. to 55c. for Russian. Chinese is reported as still out of the market.

Cocaine is firmer abroad and there is said to be an increased scarcity of the crude alkaloid available. Spot quotations remain unchanged, however, at \$6.00 to \$6.20 for bulk, and \$6.25 in ounces.

Coca leaves continue in scant supply and are firm at 30c. to 32c. for Truxillo, and 2c. higher for Huanucco.

Cod liver oil, Norwegian, is quite firm in sympathy with the primary market. Prices have been marked up to \$26.00 to \$28.00 in view of cabled advance of 7s. in Hamburg. While this is not a material change, holders have gotten a little closer together, so that there is less possibility of buying at an inside figure.

Cuttle fish bone is very firm at our pre-

vious range of prices of 20c. to 21c. for Trieste, and 25c. to 35c. for jewelers' bone, good qualities of which is very scarce.

Ergot.—A moderate but steady demand for consumption has necessitated a further advance on the part of local holders in view of the firm condition reported from abroad. This is particularly true of Spanish, which has been marked up to 75c. to \$1.00, as to quality and holder. German is quoted at 55c. to 60c.

Glycerin is in active demand, and is very firm in all grades, the lower grades being particularly stiff. For C. P. we give unchanged quotations of 14½c. to 15c. for drums, 15c. to 15½c. for bbls., and 15½c. to 18c. for cans.

Horehound leaves are concentrated in the hands of a few holders who want 6c. to 6½c.

Lavender flowers have been advanced to 4c. to 5c. on the strength of unfavorable reports from the sources of supply. For select 7c. to 8c. is asked.

Lycopodium shows very marked firmness at an advance to 45c. to 46c. for good commercial qualities, while select brands are held at 50c. and are held firmly. A large business is going forward at the advanced quotations, the demand not having been checked by the increase in price.

Menthol is in active demand, and has been advanced since our last, the quotations now being \$3.00 to \$3.15 for Japanese.

Mercurials have all been advanced in sympathy with quicksilver, the new range of values being 41c. to 42c. for blue pill, 83c. to 85c. for calomel, 74c. to 76c. for corrosive sublimate, 47c. to 48c. for ointment one-half, 38c. to 39c. for one-third, 93c. to 94c. for red precipitate and 98c. to \$1.00 for white.

Morphine is in active seasonable demand at our previous quotations of \$1.95 to \$2.05 in bulk, and \$2.30 to \$2.35 in ounces.

Opium has attracted some attention during the period under review, a little flurry having been caused by a reported improvement in the primary market, which was made the basis for a slight advance on the spot. This, however, only amounted to sufficient to offset the weakness which developed some weeks prior to the reported advance, so that the market closes only a little higher than at our previous writing, and our figures of \$3.17½ to \$3.20 for jobbing lots might possibly be shaded.

Paraffin wax has been advanced to 7¾c. for wax melting at 120 degrees, with a corresponding change in other grades.

Quicksilver has advanced to 68c. to 70c. in jobbing quantities and is very firm.

Quinine has been the topic of a good deal of discussion during the past fortnight, though no quotable change has occurred in the prices up to this writing, and we continue to quote as in our last, 27c. to 28c. for German bulk, and 2c. higher for domestic makes. The bark sales at Amsterdam on Thursday are reported to have shown an advance of about 15 per cent., and the majority of the offerings at that figure were taken, leaving the market in a very strong position.

Locally, there is a momentary expectation of an advance, though domestic makers are awaiting the action of foreign manufacturers.

Senna is quite active and is held firmly at 12c. to 15c. for Alexandria, natural, and 18c. to 30c. for garbled and sifted.

Strychnine has advanced to 70c. per ounce. The jobbing demand is excellent.

Tinnivelly rules firm at 12c. to 20c., according to grade.

Tonka beans are very quiet and rather weak at 65c. to 80c. for Angosturas.

DYESTUFFS.

Gambier has been very active at 3 3-16c. to 3¼c. for spot, stock ex. warehouse, and 3.15 to 3.20c. to arrive. At the close the market is firm and steady at about the range quoted.

Aniline salt has sold at about 8c. to 8½c. in a jobbing way, and an excellent demand is reported.

Nutgalls have attracted but little attention, jobbing quietly at 16½c. to 17c. for blue Aleppo.

The general line of dyestuff materials, while reasonably active, have not changed materially in value since our last.

CHEMICALS.

Alum is firm at \$1.75 to \$1.85 for lump, with a very satisfactory demand reported.

Ammonia sulphate has declined to \$2.85 to \$3.00 for gas liquor and \$2.80 to \$2.90 for bone.

Arsenic is very quiet at 4¾c. to 5c. for white, and 8c. to 8½c. for red.

Carbolic acid is very firm and is reported higher abroad, being cabled at 20c. laid down in bulk. Spot quotations vary as to holder from 18c. to 22c. for bulk and 24c. to 25c. for pound bottles.

Chlorate of potash is in active demand and firm at 9½c. to 9¾c. for crystals, and 9¼c. to 9½c. for powdered. The activity of the English Ordinance Department has had the effect of stiffening the position of this chemical.

Cream tartar is weak under the keen competition of the several manufacturers, but open quotations remain unchanged at 22¼c. to 22½c.

Gallic acid, in sympathy with the crude materials, has shown decided upward tendency. It is quoted at 58c. to 60c.

Nitrate of soda still occupies about the same position as at our last writing, being firm and in only moderate supply. Parcels to arrive are quoted at 2½c. over figures given in our last, namely, at \$1.72½ to \$1.75. Spot supplies may be had at the same figure.

Picric acid is scarce and very firm at 26c. to 28c.

Potash carbonate shows continued advances abroad and the local market has responded by an advance to 5c. to 6c.

Rochelle salt is slightly easier under keen competition and has been marked down ¼c. or 17c. to 17½c.

Seidlitz mixture shares in the decline and is quoted at 14c. to 14½c.

ESSENTIAL OILS.

Anise has declined to \$1.50 to \$1.60, and the market is extremely dull.

Bergamot.—Favorable advices from Messina and a lack of inquiry on the spot for round lots has led to a decline to \$1.75 to \$1.85.

Cassia has been reduced to 85c. to 90c. but even at the reduction the demand is light.

Peppermint remains quiet and little interest is manifested, there being practically no inquiry from abroad. For Western bulk, the general quotation is 90c. to \$1.00, and for New York State, in tins, 95c. to \$1.05.

Sassafras is in active demand and firm at 40c. to 45c.

Saffrol is very firm at 45c. to 50c. and in active demand.

GUMS.

Aloes.—Cape continues very scarce and high, the London auctions showing increased cost. Locally holders decline to quote, save in a small way for immediate consumption. Curacao is selling at 4½c. to 5c.

Camphor is firm at an advance to 51c. to 51½c. for domestic, which was noted in our last issue.

Chicle is very quiet at 29c. to 30c., and only a jobbing business going forward.

Tragacanth has been advanced in all grades, in sympathy with foreign markets, but the local demand is light. The new prices are on a basis of 60c. to 70c. for first Aleppo.

ROOTS.

Golden seal still remains very high and scarce on the basis of 62c. to 65c. on the spot and 60c. in the primary markets. Reports from the crops gathered indicate a comparatively small addition to the stock in hand.

Ipecac is lower, there having been two marked declines since our last, and the market closes weak at \$3.45 to \$3.60.

Mandrake has advanced to 4½c. to 5c.

Orris has advanced under cable of an excited market at primary sources of supply, and considerable transactions are reported on the spot, leaving the local stock for the most part in very strong hands, who ask 12c. for desirable parcels of Florentine.

Mexican Sarsaparilla has advanced to 9½c. to 10c., and is very firm. First hands have been cleared of stock, and second hands are very firm in their views.

Senega is held very firmly, and while the demand has been fairly satisfactory, buyers have been compelled to pay 45c. to 50c.

Valerian has been marked up to 10½c. to 11c. for Belgian and is firmly held at the revised quotations, being scarce on the spot and European markets being quoted very strong.

SEEDS.

The general line of seeds has been very quiet, and in the case of canary rather weak, though no quotable change is reported. We quote Smyrna at 2¾c. to 3c. and Sicily at 3¼c. to 3½c.

Hemp has sagged under pressure of too abundant supply and of low offers for shipments of new crop. For Russian 2½c. to 3c. is asked.

Quince is firmer on the spot at 38c. in sympathy with cables of a marked advance in the primary markets.

Quinine Auctions in Batavia.

There is to be a quinine auction in the city of Batavia, Java, on February 28, 1900, and speculation is already rife as to the future of Batavia as a competitor with Amsterdam and London as an auction center of quinine. The following regulations to govern the auction sales have been drawn up by the Commercial Union of Batavia:

Art. I.—(1) The sale takes place in lots as specified in the notices, the prices being calculated per kilo. net weight in florins and cents, the cost of packing included.

(2) The lots to be offered will consist of—
(a) Parcels of 1 case containing 25 kilos. net, in tins of 1 kilo. net each.

(b) Parcels of 2 cases, each containing 11.34 kilos. net, in 4 tins of 100 oz. each.

(3) All tins are marked with the registered trade mark of the Bandong factory (Bandoengsche Kinine-fabriek).

(4) The Bandong factory provides efficient packing.

(5) The lots are sold in rotation in accordance with the notice.

(6) The net weight of quinine is marked on the outside of the cases, and, in accordance with the notice, must be accepted by the purchaser as correct.

Art. II.—(1) The following quantities will be sold:

(a) About 5,000 to 6,000 kilos. of sulphate of quinine according to the Pharm. Neerl., edition ii.

(b) About 1,000 kilos. of sulphate of quinine according to the Pharm. Neerl., edition iii.

(2) The Bandong Quinine-factory supply on application samples of the quinine offered for sale, such samples serving to indicate the kind and quality.

(3) All lots delivered to purchasers will be accompanied by a certificate of inspection concerning the quality, issued and signed by the Director of the Government quinine establishments in the Dutch Indies, representing the Dutch Government on the board of the Bandong Quinine factory.

Art. III.—(1) Payment for the lots purchased has to be made in Batavia, at the offices of the Nederl. Ind. Escompto Maatschappij, within one month from the date of auction.

(2) In case of non-payment the sellers have the right, without notice, to sell by public auction, for account and at the risk of the purchaser, any quinine not yet delivered; and any loss resulting from such resale must be made good by the purchaser, but the profit, if any, shall belong to the sellers.

Art. IV.—If, previous to the payment of the undelivered quinine becoming due, such quinine should be lost either by fire or by force majeure (the last named case to be decided by a committee of two, to be appointed by the Bandong Quinine-factory and the president of the Batavia Commercial Union), all sale contracts which have not yet been executed shall be considered as canceled. If only part of the quinine is lost, or, as in the case mentioned in the previous paragraph, only those contracts shall be considered as canceled under which the quinine could not be delivered.

Art. V.—The quinine can be left without payment of rent in the warehouses of Messrs. Mac-laine, Watson & Co. for a period not exceeding two calendar months after the sale.

Art. VI.—All expenses charged by the auction office for the costs of the sale, including the charge of 1 per cent. for the poor, are payable by the sellers.

Art. VII.—Brokers shall receive from the sellers, after due payment, a commission of ¼ per cent. on the value of their purchases.

Art. VIII.—(1) Agents or brokers shall disclose to the sellers or their representative, on the day of the auction, the names of their principals and the quantities purchased for each.

(2) The sellers or their representative have, however, the right, if they should consider it desirable, to demand before adjudication that the name of the principal be disclosed.

According to a report to the State Department by United States Consul Sidney Everett, the following firms in Batavia have announced their willingness to act as agents for American houses: Erdmann & Sielsken, Maintz & Co., Mac-laine, Watson & Co., J. Peet & Co., and will send samples to any one desiring them.

Consul Everett says he cannot impress too strongly on American firms dealing in drugs the advisability of taking advantage of this opportunity.

For years the Americans have been at

the mercy of the European quinine trust, as I demonstrated in my report above referred to, and now is the time to declare their independence and get their supplies direct from the source of supply.

"If this first auction is a success, as there is no reason to believe that it will not be, it will be followed by others, and will become a regular institution. Inasmuch as Java produces about seven-tenths of the world's supply of quinine, it is logical that Batavia should be the quinine market of the world, and such I predict it will be.

"The shipments of sulphate of quinine direct from here to the United States began about a year and a half ago, and already in that time over a half a million ounces have been shipped, and orders are continually coming for same.

The Best Pill Excipients.

Carbolic Acid.—(1) Soap, marshmallow, and simple syrup. (2) Glycerin and powdered marshmallow. (3) Flour, powdered soap, and powdered licorice. (4) Powdered soap, tragacanth, and glycerin.

Aloes.—When associated with other gum-resins, soap and powdered licorice. (2) Mass in a hot mortar, adding a few drops of water or a little mucilage.

Potassium Acetate.—Canada balsam, or 3 parts of soluble cream of tartar and 1 part of water, to 18 parts of acetate of potassium.

Bromide or Iodide Potassium.—(1) Powdered marshmallow and honey. (2) Potassium Iodide, 20 centigrams; starch, 5 centigrams; dextrin, 2 centigrams, and simple syrup, q.s. (3) Potassium Iodide, 4.5 grams; cacao powder, 1.5 gram; vaselin, q.s. (4) Dissolve the potassium iodide in a small quantity of water, add gum arabic to make mucilage, and enough white clay to form a pill-mass. (5) Potassium Iodide, 2 grams; cacao-powder, 1 gram; medicinal soap, 1.3 grams; vaselin, q.s.

Balsam of Copaiba.—(1) Mass with copaiba-resin. (2) Mix 10 parts of balsam and 2 parts of glycerin, and add 10 parts of powdered sugar, 10 of calcined magnesia, and 8 of powdered licorice. (3) Mix 1 to 3 drops of water with each gram of balsam, and add calcined or carbonate of magnesia to make a mass. (4) Balsam of copaiba, 10 parts; glycerin, 2 parts; powdered sugar, 10 parts; calcined magnesia, 10 parts; powdered licorice, 8 parts.

Guaiacol, Eucalyptol, or Creosote.—

(1) Powdered licorice and a few drops of glycerin. (2) A pill containing 10 centigrams of creosote and 2 centigrams of extract of opium is best made by powdering the extract and mixing with double the quantity of flour, then adding the creosote and a few drops of glycerin. (3) Creosote, 10 parts; glycerin, 1 part; extract of licorice, 10 parts; powdered licorice, 10 parts. (4) Triturate with soap, and add powdered licorice and extract of gentian q.s. (5) Mix the creosote with an equal quantity of water and add enough powdered licorice to make a pill-mass. (6) Animal charcoal sufficient to absorb the liquid, and Venice turpentine to make the mass adhere. (7) Two grams of glycerin to 10 grams of creosote, and enough powdered licorice to make a mass.

Tar.—(1) Mix with the same weight of powdered anise and add a sufficiency of magnesia. (2) Powdered lycopodium.

Hydrastinine Hydrochloride.—(1) Sugar, tragacanth, and simple syrup. (2) Glycerin and powdered tragacanth.

Mercurial Ointment.—(1) Powdered marshmallow. (2) Phosphate of lime and soap, q.s. (3) Mercurial ointment, 4 to 5 parts; powdered licorice, 5 parts; glycerin and mucilage, q.s. For six pills. (4) Mix with the mercurial ointment twice the quantity of sugar of milk.

Potassium Permanganate.—(1) White bole and water q.s. (2) Mix with kaolin and mass with lanolin. Roll in talc powder.

Phosphorus.—(1) In the case of phosphorized oil, use powdered licorice and cacao-butter. (2) Anhydrous lanolin, 4 grams; phosphorus, 6 centigrams; powdered marshmallow, q.s. for 120 pills. Dissolve the phosphorus in the melted lanolin and add enough powdered marshmallow to make a mass. (3) Dissolve, at a low temperature, in cacao-butter. (4) Equal parts of phosphorus, water, and flour.

Zinc Phosphide.—Licorice powder and mucilage or extract of malt.

Terpine.—Use 2 centigrams of powdered tragacanth and simple syrup q.s. for each gram of terpene.

Santal Oil.—5 grams; benzoin, 5 grams; animal-charcoal, q.s. for 40 pills.

Annual Dinner of Brooklyn Alumni.

The Alumni Association of the Brooklyn College of Pharmacy will hold their annual dinner at the Argyle Hotel, 153 Pierrepont street, Brooklyn, on Wednesday, December 13. F. P. Tuthill, the chairman of the Committee of Arrangements, is hard at work on the preliminary details and the dinner promises to be a big success.

Collapsible Tubes.

Do you see them? They are made in beautiful colors and labels printed on them by Neidlinger Bros., 81 Murray street, N. Y. city.

Good Prescription Corks.

Druggists who need prescription corks in a hurry should not forget that the Conestoga Cork Works, of Lancaster, Pa., are especially qualified to furnish any quantity in a remarkably short space of time. Its corks, too, are of standard quality.

Formaldehyde in the Preservation of Food.

A. S. Koslowski has continued his studies on the use of formaldehyde for the preservation of food stuffs and concludes (Chem. Zeit., Repert. 285) that fresh meat cannot be preserved by formaldehyde vapor since it is protected from decomposition for only a short time, and changes both in taste and appearance very soon. The addition of one hundredth of a gram of formalin to the liter enables one to preserve cooked meat, eggs, fish and potatoes for six days; a stronger solution dries up the substance and renders eggs horny. Typhus and cholera bacilli are killed within three hours by the application of such a dilute solution of formalin, as 1-10 of a gram in 28 liters. Bouillon and milk are not protected from decomposition, even by the presence of very considerable quantities of formaldehyde.

Hints To Buyers.

Pure candies should always be found in stock in the show cases of the up-to-date druggist. There has been a great demand of late for the original Allegretti chocolate creams, and those who write for prices either to their Chicago office, 159 State street, or to the New York store, 927 Broadway, should mention this journal.

Around the time of Christmas feasting there is sure to be a demand for an ideal laxative, one which is pleasant, prompt and effervescent. Abbott's Saline Laxative answers all these demands, and the trade prices admit of a fair profit. Write to the Abbott Alkaloidal Company, Station X, Chicago, for quotations.

There is virtue in old age, especially when it relates to an established house. W. J. Bush & Co., Incorporated, of London, and 5 Jones Lane, New York, claim to be the oldest essence distillers. Those who manufacture their own perfumes can feel certain of the quality of the oil lavender, oil neroli, and other essential oils handled by this house.

It frequently happens that through breakage or from a desire to enlarge, druggists call for shop bottles. Some of the handsomest of these are turned out by the Dawes Manufacturing Company, of Pittsburg, Pa. Sample bottles are furnished for 25 cents in stamps, and it would be advisable to mention the AMERICAN DRUGGIST when writing.

Druggists are noted for keeping a purer grade of wine on their shelves than that generally sold by grocers and wine dealers. Those who handle the Duroy wines experience no difficulty whatever in keeping up this reputation. Write for particulars and samples to the Duroy & Haines Company, Sandusky, Ohio, and mention that you are a reader of this journal.

Not alone is it the oldest brand of glycerin in the world, but Gordon's chemically pure glycerin, while costing no more than any other, is of an unsurpassed quality, and uniform grade. You can be certain when ordering it of your jobber that you have made no mistake. It is manufactured by the W. J. M. Gordon Chemical Company, Cincinnati, O., and has taken medals and diplomas at all expositions where exhibited.

There is a splendid opportunity for a wide-awake druggist not already supplied in the offer of Charles Lippincott & Co., 930 Arch street, Philadelphia. That firm, in order to reduce their surplus stock of new, shop-worn and second-hand soda water apparatus, offer the trade some special inducements. In writing for portfolio containing illustrations of the improved tilting jar apparatus and for catalogue of the second-hand and shop-worn fountains, please mention this journal.

A reliable ladies' syringe is the Atlas, manufactured by the Mattson Rubber Rubber Company, New York, and sold at the reasonable figure of \$10.00 per dozen. It is made of hard rubber pipe, highly finished, with the best quality rubber bulb, has no valves to get out of order, and is remarkably efficient. Men-

tion the AMERICAN DRUGGIST when writing.

When vaccine lymph is needed, it is generally required in a hurry. Those druggists who patronize the New England Vaccine Company, of Chelsea Station, Boston, can be assured of pure and reliable virus fresh daily. A liberal discount is offered to druggists.

In dispensing lactopeptine druggists should not forget that the genuine preparation is manufactured by the New York Pharmacal Association, of Yonkers, N. Y., and that it will hardly pay them to fill a prescription with any of the imitations that have been placed upon the market. The New York Pharmacal Association has a special proposition to make to druggists, and in writing to them for information regarding it it would be well to mention the AMERICAN DRUGGIST.

Now that bromo-quinine has been judicially recognized as a valid trademark, and it has been demonstrated that infringers will be prosecuted, the Paris Medicine Company, of St. Louis, Mo., reports an increased demand for their preparation. Druggists are finding out that it pays to handle the genuine article only, and their orders are coming in fast.

This is the season of the year when retail druggists find it a sensible move to push trade along by the distribution of neat and appropriate calendars to their customers, and the residents of the city district or town in which they are located. E. B. Read & Son, of Baltimore, Md., make a specialty of calendars and easel cards of every kind, as well as of labels. When sending them 10c. in postage for samples, druggists will kindly mention that they saw the announcement in the AMERICAN DRUGGIST.

Lime juice should be a staple article on druggists' shelves, and those druggists who wish a reliable brand should communicate at once with W. A. Ross & Bro., 11 South William street, New York, mentioning this journal.

For twenty-five years Scott's Emulsion of Cod Liver Oil has been extensively prescribed by the medical profession and that it pays to hand out Scott's Emulsion when it is asked for instead of some other preparation is demonstrated daily. Scott & Bowne are up-to-date in their advertising, in their treatment of druggists, and in their methods of letting the public know the value of their preparation. It will be worth while to deal with them and to mention the AMERICAN DRUGGIST when writing.

Some seasonable specialties are offered by Schieffelin & Co., New York, at the present time. One of these is the elixir of heroin, "Schieffelin's," one teaspoonful of which contains a twenty-fourth degree of heroin. Heroin surpasses codeine in promptness of action, safety and efficiency, and the fact that it has not the unpleasant sequelæ of opium and morphine make it especially valuable in bronchitis, laryngitis, pneumonia, phthisis, etc. Another preparation of heroin is the elixir with terpin hydrate "Schieffelin's." This affords a most agreeable and efficient means of utilizing the combined effects of these remedies in bronchial and pulmonary affections. The elixir of iron and manganese peptonates, with arsenic, is a most eligible and agreeable means of securing the effects of the

remedies in anæmic conditions, in which their combined use is especially indicated. Write for further information and mention the AMERICAN DRUGGIST.

The Tilden Co., of New Lebanon, are the pioneers in fluid extract manufacturing in this country, and they have kept well abreast of the progress in manufacturing pharmacy, a fact thoroughly appreciated by the physicians of the United States. Write them for their catalogue and terms before stocking up with pharmaceuticals for the next year.

Dr. Tichenor's antiseptic is a sure cure for harness sores, wire cuts, fistula, wounds and foot evil. It has a very large sale throughout the South, and wherever druggists have any veterinary trade they can make it a profitable leader; write to the Sherrouse Medicine Co., New Orleans, La., for free sample mentioning the AMERICAN DRUGGIST.

The drug trade is warned against fraudulent imitations of Gaudichaud's compound extract of sandalwood. The genuine bears a trademark which will be found in the advertisement of M. A. Sargent on another page.

The S. E. G. Rawson Co., of Saratoga Springs, N. Y., exclusively manufacturers of suspensory bandages, jockey straps, athletic supporters and lung protectors, have just issued a very neat booklet containing an interesting article on "The True Idea of a Suspensory," which should be in the hands of every person wearing these garments; in fact, every one should peruse this booklet, the information having been prepared by a most eminent specialist in that line. If you have not yet received a supply write direct to the company and they will be pleased to forward them upon application.

Compartment Sleeping Cars.

Travelers in the Central States who consult their own comfort should not fail to travel in the compartment sleeping cars of the Chicago, Hamilton and Dayton Railway. This road, which is frequently known as the Monon Route, carries compartment sleeping cars divided into nine state rooms, each of which contains all the conveniences of a hotel room within a very small compass. Every detail of these cars is finished with the highest degree of artistic skill, and travelers between Cincinnati and Chicago cannot do better than to utilize this route. For descriptive circular, address D. G. Edwards, Cincinnati, Ohio.

Moissan's New Professorship.

The professorship of inorganic chemistry at the Paris School of Pharmacy, vacant by the retirement of Prof. Riche, has been given to M. Henri Moissan. The latter's appointment as professor of toxicology at the school, which he already held, was perhaps due, says the "Chemist and Druggist," more to a very natural desire to attach the brilliant professor to the teaching staff than to poisons being his forte. He will now lecture on the subject that has practically been his life study. His first lesson produced quite a little ovation, M. Moissan being loudly cheered by the large number of students present. He gave a short address on the career of Prof. Riche, and touched on the subject of electrochemistry.

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PHARMACY LAWS.

THE criticisms offered from various sources of the proposed pharmacy law for New York State, the text of which was published in our issue of November 25th, page 294, prove that pharmacists in general are becoming more critical regarding the character of legislation intended to regulate the practice of pharmacy.

One of the most serious arraignments of the proposed law which has come to our notice is printed elsewhere. The point made by our correspondent is that under paragraph 4, section 190, article 11, the election of the members of the board is vested in certain pharmaceutical organizations, whose members may or may not be citizens of the United States. This fault is a grave one, and unfortunately applies to the constitution of the present Board of Pharmacy of the city of New York.

Furthermore, as was pointed out in our issue of November 25th, the law starts out by assuming to delegate to a body of men who are not elected by the citizens at large and not even appointed by the Governor legislative as well as executive authority which it is beyond the power of the Legislature to delegate even should its members feel inclined to do so.

If the members of the legislative committee of the State Association really desire to secure the passage of an all State law, they should at once set about framing a law which is not so full of obvious objections as to be hopelessly impracticable of passage.

The prospects for the enactment of a law regulating the hours of work in pharmacies seem good. The Pharmaceutical Clerks' Association will introduce at the next session of the Legislature a bill looking to this end, which has received the endorsement of all the pharmaceutical organizations of Greater New York, and there is no reason to apprehend opposition to its passage. We give the text of the proposed new "shorter hours" bill in our news columns.

EDUCATION IN PHARMACY.

THAT the curriculum of our schools of pharmacy is far from perfect is admitted by all, but that there has been a marked improvement, particularly within the last five years, must also be admitted. The weak point in our system is rather in the lack of primary school education than in the character of instruction furnished by the teaching institutions which devote their special attention to the technical aspects of pharmaceutical education. This fact is coming to be generally recognized by the various colleges of pharmacy and in nearly all of them more or less vague requirements as regards preliminary education for candidates for degrees have been put into force. We append a summary of the preliminary requirements for admission taken from the announcements of the leading pharmaceutical institutions:

BUFFALO UNIVERSITY: "Progress in college study is so materially improved by practical experience that students are earnestly advised not to enter the course without having spent at least a year's time in a store with a progressive pharmacist."

CALIFORNIA UNIVERSITY: "The requirements for admission being now made to cover the first year's work in the high schools of this State, those who are intending to enter college, should make sure that they can fulfill this condition. At an early date two years' high school work will be required for matriculation."

Students unable to present evidence of above are required to pass entrance examination.

ILLINOIS UNIVERSITY (Chicago): "The preliminary education should be equivalent to that required for entrance to a good high school."

IOWA UNIVERSITY: "Every applicant for admission to the junior class will be required to pass a preliminary examination in English, penmanship, geography and arithmetic, or give satisfactory evidence of having completed such studies in a grammar school."

KANSAS UNIVERSITY: Students who have completed three years' high school work are admitted without examination. Others must be examined in the following branches: Arithmetic, including the Metric System; United States History, Geography, descriptive and physical; English Grammar and Composition; Constitution of the United States, and Physics.

MICHIGAN UNIVERSITY: Graduates of four-year courses of high schools of good standing are admitted without examination.

"Applicants who bring evidence of having been engaged in the practice of pharmacy for at least two years are admitted on examination in the following branches: English—Exercises in the writing of English with correctness. Especial regard is paid to orthography, punctuation, the use of capitals, grammatical construction and rhetorical fitness. Mathematics—Arithmetic, including

proportion, involution and evolution and the metric system; Algebra, to include equations of the first degree containing two or more unknown quantities. Physics—Cahart and Chute's physics or an equivalent. Chemistry—One year's work, including laboratory work. Latin or German—One year's study in approved high school.

Other applicants are examined in the foregoing and in addition: The elements of plane geometry; half a year's work (laboratory, with occasional recitations) in botany, and three years of Latin or German or both.

MINNESOTA UNIVERSITY: High school graduates are admitted without examination. Applicants who have had two or more years' experience in drug stores but cannot meet requirements for admission without examination, are examined in the following: English, Elementary Algebra, Elementary Physics.

Other applicants are examined in English, Elementary Algebra or Geometry, Elementary Physics, Physiology or Botany, and Latin (Jones' First Latin Book or equivalent.)

OHIO UNIVERSITY: Credentials from approved schools and teachers' certificates will be accepted in lieu of an examination. Candidates for the short course must be prepared in the common English branches.

For the long course they must be prepared in Algebra, Geometry, Elementary Physics, Elementary Botany, History or Civil Government, Latin or German one year Composition and Rhetoric. Candidates who nearly meet the requirements are given opportunity to make up the lacking subjects.

PURDUE UNIVERSITY: "Candidates for admission must have a good knowledge of the common English branches. In arithmetic special familiarity with denominate numbers, fractions, percentage and proportion will be required."

"Those presenting satisfactory certificates of proficiency are exempt from the entrance examination."

TEXAS UNIVERSITY: High school graduates are admitted without examination. Others will be examined in the following: English, Arithmetic, Algebra, through Quadratic Equations, Plane Geometry, General History.

VANDERBILT UNIVERSITY: "Applicants who hold college diplomas, certificates from colleges or high schools of good standing, showing proficiency in the branches of study mentioned below as required for admission, or teacher's certificates of the first or second grade, are admitted without examination. Other applicants must stand an examination in the following subjects: English Grammar and Composition, Ridpath's History of the United States, or its equivalent; Arithmetic, any standard arithmetic; Geography, Monteith's or any other good manual."

WISCONSIN UNIVERSITY: "High school graduates are admitted without examination. Non-graduates must present satisfactory certificates of at least one year's attendance from some standard high school, or its equivalent from a similar educational institution. If possible, they should acquire, before coming to the university, a knowledge of high school mathematics and physics."

NEW YORK: "Experience has shown that the principal test of a preliminary education, particularly for a class of students coming from different countries, is proficiency in arithmetic, and that even among those who possess apparently satisfactory school certificates, there are not a few who are deficient in this important branch of knowledge. To meet this difficulty the college has organized a course in arithmetic, which will be obligatory on all junior students, and will be carried on during the entire junior term."

"Certificates or diplomas will not be recognized or accepted in lieu of this requirement."

PHILADELPHIA: Candidates who have successfully completed the grammar school course are admitted without examination.

Others must be examined in the "usual rudimentary branches of English education."

MASSACHUSETTS: Candidates presenting evidence of high school graduation, or its equivalent, are admitted without examination.

Others must pass a satisfactory preliminary examination in the ordinary English branches: Arithmetic, to and including Compound and Decimal Fractions and Proportion; American History, Geography (general), Reading, Writing, Spelling.

MARYLAND: Candidates presenting evidence of education sufficient to admit to high school are admitted without examination. Others must pass examination in Arithmetic, Geography and Orthography.

ST. LOUIS: Candidates holding certificates entitling them to admission to high schools, are admitted without examination. Others must pass examination in "common school branches."

The weak point in most of these preliminary requirements is that too much dependence is placed upon mere certificates without any actual examination by the college itself. We have in mind one case in which an applicant for examination provided with a certificate of graduation from a high school omitted the "w" in spelling the word "wrong" and was wholly unable to figure out the amount of cocaine hydrochloride required for an ounce of 3 per cent. solution. It would, therefore, seem desirable for the colleges themselves to examine into the general educational qualifications of applicants for matriculation rather than to depend upon the certificates of attendance upon or graduation from grammar or high schools.

While pharmaceutical educators are much concerned with the differences existing between the requirements for the same pharmaceutical degree at the different colleges, very much the same uncertainty exists as to the meaning of the terms "high school" and "grammar school," and as to the qualifications of the graduates from these institutions. The chaotic condition of the grammar school curricula in the various sections of the United States was gone into at some length in an able paper presented at a recent meeting of the American Pharmaceutical Association and the data there given should be sufficient to convince the teachers of pharmacy of the wisdom of themselves passing upon the preliminary educational requirements for admission into the schools of pharmacy.

The Illinois Board of Pharmacy has taken a very positive stand upon the primary educational qualifications of applicants for registration, in the following resolution, which will be put in force at the next examination, January 8, 1900:

Resolved, That the committee on questions be instructed to prepare a set of questions, which will test the primary educational qualifications of applicants, and those who fail in said examination be not allowed to take the final examination.

The annual reports of the Massachusetts Board of Pharmacy have contained much interesting information concerning the character of answers given by applicants for registration. When analyzed these answers prove that in nearly every instance the errors are due to the lack of general educational qualifications rather than to any special deficiency in the candidate's knowledge of technical pharmacy. As a general rule applicants with good primary education and good experience make better showing on examination than do college graduates who lack primary education.

The recent efforts to make graduation from a college of Pharmacy a prerequisite for examination by a Board of Pharmacy are premature. The Illinois board has taken the proper step looking towards

a higher general educational qualification, which may in time be followed by a requirement of a college degree. The colleges themselves are largely to blame in not having set up and maintained more rigid requirements as to primary education. So long as the colleges accept as students youths whose minds have had practically no training, who are devoid of the fundamental knowledge of reading, writing and arithmetic, and who, therefore, must simply learn by rote to repeat with parrot-like iteration what they are told without having any real comprehension of its significance, they cannot hope for any legal recognition of the necessity for a graduate requirement as a preliminary to board examinations. In the language of a distinguished member of a Western Board of Pharmacy, it is the night school, not the college, which is needed in pharmacy.

DRUG TRADE CATALOGUES.

THE trade catalogue is a feature of modern business which is here to stay, and has become firmly founded in every well established industry. By no other means can a manufacturer or wholesaler get so thoroughly in touch with customers and possible customers as through a well-designed, well-written and well-printed catalogue. But the adjectives used imply the fact that their opposites are in existence, and any pharmacist competent to judge of the matter can, in such a collection of catalogues as finds its way to his establishment, satisfy himself that there are many kinds of announcements reaching him from the four corners of the manufacturing and distributing industry. Have our readers ever made what might be termed a collection of catalogues? A library of catalogues if you please; and if well selected, a very convenient library of reference and technical information it may become. In the first place, such a library would be a rare repository of words and terms used in connection with pharmacy, and nearly all articles handled by the retail trade. Were any publisher to undertake the production of a dictionary of such words, the very best thing he could do would be to obtain as large an assortment of such catalogues as he could get together, and set an experienced compiler to making an alphabetical list of the special terms they contain, together with the names of the catalogues in which they might be found.

In the second place, a vast store of useful and reliable information may be culled, even by well informed pharmacists, from a collection of well-prepared catalogues. It has become the custom in all great industries to render these cir-

culars, booklets, or in some cases books worth preserving. The proprietor or manager of a pharmacy who is wise enough to seek information for its own sake may also often find in his catalogue library important information for which he might search in vain in books of more ambitious sort. A carefully indexed and well arranged set of catalogues on the shelves above a pharmacist's desk indicates that their owner or collector delves deeply in all directions for practical knowledge, no matter how well equipped he may be in the knowledge with which experience has endowed him. The safest practice is to save everything of respectable appearance which comes into your establishment, bidden or unbidden, and throw nothing away until a newer edition of the same comes out, when a simple exchange of the old edition for the new one is made.

It may be of interest to manufacturers and wholesalers of drugs and druggists' supplies to know how their various publications appear to and interest their customers. It is almost needless to say in this connection that good work appeals to every one of them. A valuable catalogue may be prepared in an inartistic style as to its printing, illustrations, paper and binding, but such deficiencies lessen its value and influence, in much the same way as they would lessen the value and influence of other books of reference. The primary object of a catalogue is that, as a work of reference, it shall assist customers in selecting or ordering articles from the lists it contains. The better it can be printed and illustrated, then, the better the paper and binding, the longer it will last and the longer it will stay on the shelves without growing brown and antiquated. Hundreds and even thousands of dollars are spent in the preparation of a single issue of some of the larger catalogues. These are furnished without any cost whatsoever to actual or prospective customers, and yet no one seriously doubts that they are paying investments.

We call to mind a catalogue of surgical instruments nearly as large as Webster's smaller dictionary, and which is illustrated by perhaps two thousand wood and half-tone cuts. Another in the hardware trade reaches about similar proportions. Another in the stove trade, on magnificent paper, with illustrations of the finest quality, and elegantly bound, is a book which, if its subject matter pertained to general literature, to art or technical science, would be considered cheap if single copies could be sold for \$10. But there is not much need for further emphasizing the importance of good and up-to-date work in catalogues. The examples, both in and out of the drug trade, and the fact that the preparation of catalogues in

connection with advertising has become almost a distinct profession, in which expert skill in this kind of work is placed at the command of any firm wishing help in so important a matter, are sufficient to indicate that experienced and wide-awake business men have not overlooked or underestimated its importance.

Of course, shortcomings in trade catalogues of all kinds do exist. The worst defect, however, that can be carried into print in a publication intended to be thoroughly studied and understood, is want of explicitness. Essentially a book intended to impart accurate information, its author cannot safely jump to the conclusion that because long and perfect familiarity with the facts he states has given him a complete understanding of them, a very brief statement or summary of them will enable others, without his special knowledge, and who have not had his training, to always correctly grasp the idea he wishes to convey, with equal readiness and exactness. This error in writing is all too common among those accustomed to prepare articles for the trade publications; but in a catalogue for the permanent reference library this defect should be even more carefully avoided.

PROMOTION FOR PHARMACISTS.

TWO new officials have been attached to the Medical Purveying Depot in New York city of the United States Marine Hospital Service with the title of pharmacist and assistant pharmacist, and a compensation of \$1,800 and \$1,400 per annum, respectively. We heartily congratulate the hospital service upon this change, and Surgeon General Wyman upon the wisdom which he has displayed in taking the initiative step towards placing the pharmaceutical service of his corps in the hands of expert pharmacists, rather than to continue the antiquated and illogical method pursued in the army and navy of requiring expert pharmaceutical work from surgeons, none of whose education or training tends to specially fit them for the discharge of the important and responsible work of a medical purveyor.

We have long and earnestly advocated just such a step as that taken by Dr. Wyman, and have pointed out in these columns that the experience both of the civil war and of the Spanish war proved the utter inadequacy of our present system to meet any great emergency, such as is liable to arise at any time. In justice to the service in the navy, it should be stated that there were practically no shortcomings shown there during the Spanish war, but this fact was due partly to the remarkable foresight and efficiency of Surgeon General Van Reyden and

partly to the fact that the increase in supplies demanded in the navy was nothing like so great proportionately as was the increase necessary to meet the demands of an army of 250,000 suddenly augmented to that figure from a peace basis of 25,000 only.

As has already been pointed out in these columns, the Government found after one year of the civil war that it was necessary to intrust the duties of medical purveyor to skilled pharmacists, but this concession was grudgingly made, and instead of giving the skilled pharmacist the rank and pay of the surgeons who had previously been found incompetent to perform the duties of medical purveyors, they were given the pay, without the rank, of lieutenant. Moreover, the offices were discontinued on the death or retirement of the incumbents appointed during the civil war, and no similar provision was made for expert pharmaceutical service either while on a peace footing or during the exigencies which arose in connection with the Spanish war.

Dr. Geo. F. Payne, the able and energetic chairman of the committee of the American Pharmaceutical Association on the status of the military pharmacists in the United States service, had an interview with Dr. Wyman during the latter part of September, and it is quite probable that the step above recorded is in part due to the representations then made by this very efficient advocate of the cause of the military pharmacist.

We publish elsewhere a letter from Dr. Payne, in which he is so kind as to give us some credit for the improvement in the position of the pharmacist in the navy and in the Marine Hospital Service. We appreciate this very much, indeed, but feel that the credit is due rather to those of our readers who have co-operated with us and with the committee by bringing these matters personally to the attention of the authorities both in and out of Congress. We ask all of our readers, therefore, to continue to aid in this matter, and to lose no opportunity of bringing before their representatives in Congress and the Senate the need for a complete reorganization of the medical supply service, more particularly in the army, in order that the most expert service may be obtained for the Government, and for the men who fight our battles.

MERRY XMAS—HAPPY NEW YEAR.

TO all our readers we wish a Merry Christmas and extend the sincerest good wishes for a Happy and Prosperous New Year. The year now closing has been one of remarkable prosperity for all branches of trade, and we can only hope that 1900 will maintain the promise of its predecessor.

Revision of the Pharmacopœia.

THE ASSAY OF CINCHONA.

Suggested Improvement on the U. S. P. Process.

Some Objections to the Present Process for Both Total Alkaloids and Quinine—
Table of Results.

BY RAYMOND HIGH, A. M., P. D.

THE assay of cinchona and its preparations is among the numerous pharmacopœial processes which show room for improvement. What are more particularly wanting in this assay process are rapidity and exactitude of results. Rapidity is often as essential a point to consider as the completeness of an assay.

Some of the objections which manifest themselves as regards the present U. S. P. process are: 1. The menstrum prescribed does not fully exhaust the mass in the four hours' limit. 2. It will be apparent that any process taking an aliquot portion by measure is not literally or theoretically exact. 3. The amount of ammonia water ordered is too small for the extraction of most cinchonas.¹ 4. After evaporating the filtrate and extracting with 4 Cc H_2SO_4 , $\frac{N}{T}$ V. S. and washing the residue with water much alkaloid remains, even after the filtrate is no longer acid.² 5. The readiness of the solution to emulsionize. 6. The long and tedious process of extraction after the solution is made alkaline with 5 Cc KOH $\frac{N}{T}$ V. S.

The objectionable features above referred to are overcome to some extent in the following process: Take 10 Gms. of No. 50 powder, mix thoroughly with 15 Cc NH_4OH 10 per cent., and afterward with 5 Cc C_2H_5OH , rubbing down all lumps. The capsule containing the mixture is covered for at least four hours. At the expiration of this time, the moist powder is introduced into the cone of a Soxhlet apparatus; 75 Cc of alcohol are poured into the flask, and 50 Cc of the same poured on the cone. The apparatus is then connected with the condenser and moderate heat applied; extract for five hours;³ evaporate the alcoholic extract to dryness; add 30 Cc 2.5 per cent. H_2SO_4 , and heat on a water bath until quite hot, making up any loss with water. Filter through a pleated filter into a 250 Cc separator, taking care to keep back the fine resinous particles by means of a glass rod; repeat this operation with portions of 10 Cc each until the liquid in the capsule gives no reaction with Mayer's reagent. Wash the resinous matter on the filter by pouring over it hot H_2SO_4 2.5 per cent., drop by drop, until the wash-

ings cease to give an alkaloidal reaction; 30 Cc of chloroform are then added to the contents of the separator, and the whole shaken vigorously for 5 minutes.

Now add slowly sodium hydrate solution 15 per cent. and rotate the separator gently as the precipitate forms. The operation is repeated after each addition of sodium hydrate solution until it becomes slightly alkaline to litmus.

The now saturated chloroformic solution is drawn off into another separator and extraction repeated with portions of chloroform 2 parts, ether 1 part, using 20 Cc in each. The second and following extractions may be well shaken, as the liquid separates slowly.

After extracting until the liquid ceases to react with Mayer's reagent either in chloroformic or aqueous solutions, the combined chloroformic solutions are filtered into a tared flask, and the separator rinsed with chloroform 10 Cc. Now evaporate on a water bath and dry to constant weight. The difference between the combined weight of flask and alkaloid and that of flask multiplied by 10 gives the percentage of total alkaloids.

TABLE OF RESULTS.

Varieties of Barks.	U. S. P. Pr'c'ss.	New Pr'c'ss
Calisayas.	T. Alk. Qui.	T. Alk. Qui.
Peruvian Bk. 1.....	A. 7.969 4.213 B. 7.840 4.172	A. 12.45 5.42 B. 12.22 5.357
" " 2.....	A. 6.284 3.49 B. 6.143 3.38	A. 8.672 4.65 B. 8.901 4.695
" " 3*.....	A. 8.421 2.498 B. 8.356 2.490	A. 10.674 3.27 B. 10.656 3.194
Bolivian Bk. 1*.....	A. 5.474 3.871 B. 5.498 3.922	A. 6.225 4.092 B. 6.311 4.128
" " 2.....	A. 5.245 2.254 B. 5.204 2.247	A. 7.591 3.126 B. 7.64 3.152
" " 3.....	A. 7.109 3.248 B. 7.082 3.211	A. 11.637 4.894 B. 11.421 4.781
" " 4*.....	A. 4.629 2.267 B. 4.571 2.24	A. 6.952 3.026 B. 6.995 3.141
New Granada 5.....	A. 5.514 2.22 B. 5.486 2.209	A. 7.645 3.278 B. 7.526 3.114
Cinchona Rubra 1....	A. 4.823 B. 4.791	A. 5.986 B. 5.943
" " 2.....	A. 3.475 B. 3.429	A. 4.212 B. 4.329
" " 3*.....	A. 5.019 B. 4.975	A. 6.277 B. 6.224
Cinchona Flava 1....	A. 3.217 1.386 B. 3.194 1.356	A. 5.266 2.065 B. 5.340 2.094
" " 2*.....	A. 2.96 1.248 B. 2.905 1.195	A. 4.338 1.955 B. 4.365 1.961
" " 3.....	A. 3.14 1.064 B. 3.058 1.001	A. 4.981 1.942 B. 4.927 1.936

Quinine is estimated by taking up the total alkaloids in chloroform and following the U. S. P. method except to use ether 20 Cc for each solution A and B.

Fluid extracts are assayed by evaporating 10 Cc to dryness and proceeding from the corresponding point in assay proper.

*The alkaloidal residues were crystalline save those marked *.

Solid and powdered extracts by extracting 2 Gms. with 30 Cc H_2SO_4 2.5 per cent. on a water bath and proceeding from the corresponding point in the foregoing assay.

(Written for the American Druggist.)

EXTEMPORANEOUS PHARMACY.

BY PROF. A. B. STEVENS.
University of Michigan.

UNLESS we are careful the pharmacist of the future will be classed with the clothier and shoe merchant, for he will be a dealer in ready-made goods. The pharmacist too frequently purchases pharmaceuticals that he could easily manufacture with profit. Frequently much valuable time is lost by ordering or sending out after preparations that could be made in half the time. It is not my purpose to dwell upon Pharmacopœial or National Formulary methods of manufacture, but rather to make a few suggestions that will aid the practical pharmacist in dispensing. I have known pharmacists to send to their neighbors for ammonium bicarbonate when their stock bottle contained more than they needed, but they may not have known that the white powder in the bottle or covering the crystals of their carbonate consisted of ammonium bicarbonate.

Camphor Water.

A supply of camphor water may always be kept on hand by keeping a stock bottle filled with distilled water, the surface of which is covered with coarsely powdered camphor. When the shelf bottle needs replenishing, filter from the stock bottle into the shelf bottle and refill the stock bottle with distilled water.

Triturates.

For convenience and accuracy in dispensing, keep on hand triturates of strychnine, arsenic, and such other substances as are dispensed in in fractions of a grain. These should be made in the proportion of 1 of the medicinal substance to 11 of sugar of milk, or 1 part in 12. Then one grain of the triturate will contain one-twelfth grain of the drug, two grains one-sixth, three grains one-fourth, four grains one-third, six grains one-half, eight grains two-thirds, nine grains three-fourths. This proportion will be found convenient in dispensing fractional parts of a grain. Should the dispenser receive many prescriptions written in the metric system it is well to keep on hand a few 10 per cent. triturates.

The triturates should be very carefully prepared by mixing the medicinal substance with an equal measure of the sugar of milk, triturating thoroughly. Add the remaining sugar of milk in small portions triturating thoroughly after each addition. Finally pass the whole through a fine sieve.

Solutions.

When dispensing in liquid form such salts as potassium bromide, iodide and chlorate and sodium phosphate, it will

¹ Experiment has shown that larger quantities of alkaloids can be extracted by a modification of the U. S. P. process, substituting a volume of ammonia water and 1 volume less of alcohol.

² It can be demonstrated that 200 Cc are not sufficient for complete extraction, and 400 Cc have been used and the reaction still given with Mayer's reagent.

³ The alcoholic solution in the Soxhlet tube can be tested after five hours to show complete extraction.

be a great convenience to have on hand a nearly saturated solution, properly labeled with the strength of each, from which to dispense at a moment's notice without stopping to dissolve the salt.

Saturation Tables.

From consultation with pharmacists the writer is of the opinion that the saturation tables in the Pharmacopœia (pages 548 to 553 inclusive) are not fully appreciated. Many do not even know that they exist. These are most valuable, and their method of application should be understood by every pharmacist as they furnish the proportions for the manufacture of a large number of preparations. A few illustrations may serve to show their practical utility.

A pharmacist receives a prescription for two drachms of ammonium salicylate in a four-ounce mixture. If he has not the ammonium salicylate on hand, he may turn to table 3, page 551, of the Pharmacopœia, and under ammonium salts he will find ammonium salicylate. Following the line he will find under the "Parts of alkali required" that he has a choice of using either 33.79 parts of ammonium carbonate, or 109.97 of 10 per cent. ammonia water, or 39.27 of 28 per cent. ammonia water. Still following the line he will find under "Parts of acid required" that it requires 89 parts of salicylic acid to unite with either of the above quantities of ammonia taken. The product resulting from the union will be 100 parts of ammonium salicylate. The pharmacist desires two drachms, or 120 grains. Therefore if he considers parts as grains, by using above amounts, he will have 100 grains, whereas he desired 120 grains; therefore he must take as many times the given quantities as 100 is contained in 120, which is 1.2 times. If he uses the ammonium carbonate he requires $1.2 \times 33.79 = 40.55$ grains, and $1.2 \times 89 = 106.8$ grains of salicylic acid, which when mixed with a little water will form 120 grains of ammonium salicylate. As the prescription is to be in liquid form nothing further need be done except to add this ammonium salicylate to the balance of the prescription.

Should he have a prescription calling for the salt in powdered form let him carefully evaporate the solution to dryness, stirring constantly, at the same time reducing the temperature as the powder approaches dryness.

In a similar manner we find from page 553 that it requires 59.17 parts of sodium bicarbonate and 84.69 parts of benzoic acid to make 100 parts of sodium benzoate. On page 552 we find that to make 100 parts of potassium citrate that it requires 67.29 parts of potassium carbonate and 64.74 parts of citric acid.

It is immaterial whether we consider parts as grains, drachms, ounces or grammes. The process remains the same. From the preceding we may deduce the following rule: Multiply the number of parts given in the table by the quotient arising from dividing the desired quantity by 100, and the products will be the quantity of the respective substances to be used, of the same denomination as the desired substance.

Oleate of Quinine.

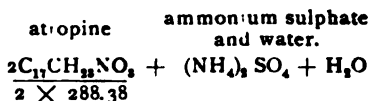
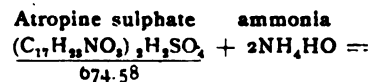
When the free alkaloid is not available the oleate of quinine may be quickly prepared by dissolving 34 parts of quinine sulphate in 350 parts of water with the aid of a sufficient quantity of dilute sul-

phuric acid. Then precipitate by adding ammonia water in slight excess. Agitate with a sufficient quantity of ether to dissolve the quinine. Remove the ethereal layer to an evaporating dish containing 75 parts of oleic acid. Drive off the ether by evaporation over hot water, remote from fire. Chloroform is an excellent substitute for ether as it is a better solvent for quinine, and it may be evaporated directly over a water bath without danger from fire. The whole operation can be performed in a few minutes.

Oleates of all other alkaloids precipitated by ammonia and soluble in chloroform or ether may be made in a similar manner, varying the proportions of alkaloids according to the strength of the oleate desired.

The percentage strength of oleates refer to the free alkaloid; therefore when the salt is used, allowance must be made as in the following example: How much atropine sulphate is required to make one fluid ounce of a 2 per cent. oleate of atropine?

The alkaloidal oleates have about the same specific gravity as oleic acid, hence one ounce of oleate of atropine will weigh about 410 grains, ($455 \times .900 = 410$), 2 per cent. of 410 grains is 8.2 grains, which is the amount of atropine required. From the molecular weights we find that 576.7 grains of atropine can be made from 674.58 grains of atropine sulphate,



By proportion we find that 9.59 grains of atropine sulphate is equivalent to 8.2 grains of atropine.

$576.76 : 674.58 :: 8.2 : 9.59$

Proceed as in the manufacture of oleate of quinine, using 402 grains of oleic acid.

Yolk of Egg as an Emulsifier.

The domestic ointment of Unna, consisting of a mixture of oil and yolk of egg, which was referred to in our issue of November 25, page 294, is miscible in all proportions with water. It is proposed to utilize this fact by substituting a diluted ointment for the gum emulsions in general use, the following being given as a general formula:

	Parts.
Yolk of egg	10
Balsam Peru	1 to 2
Zinc oxide	5 to 10
Distilled water sufficient to make.....	100

If desired, 33 parts of vinegar may be substituted for the same amount of water, while oil of cade, oil of birch, lianthral or storax may be substituted for the balsam Peru, and an equal quantity of talc, magnesium carbonate, sulphur of bismuth subcarbonate may be introduced in place of the oxide of zinc. A further variation in the character of the liquid may be introduced by the use of medicated or perfumed waters instead of the plain distilled water. Where so diluted as in the above formula, the yolk of egg separates out after long standing, but the mixture quickly re-emulsifies upon shaking. Tar and balsams can be emulsified by mixing with double their quantity of yolk of egg then diluting by the addition of small quantities of water or milk.

(Written for the American Druggist.)

RESPONSIBILITY FOR THE SALE OF A MISLABELED DRUG.

By WM. MARSTON SEABURY,
New York City.

Who is responsible to the person injured by the use of a mislabeled drug, where the wholesale druggist prepares an article for the market and labels it as a harmless drug and sells it to the retailer, who, in turn, dispenses it to the public believing it to be harmless, when in reality the preparation is poisonous, and its use causes the death of the ultimate purchaser?

In considering the liability of the wholesale druggist the rule may be stated that "Where an act of negligence is imminently dangerous to the lives of others, the guilty party is liable to the one injured thereby, whether a contract between them be violated by that negligence or not." (Sutherland on Damages, Vol. 2, p. 435.)

The leading case upon the subject which supports the rule laid down in Sutherland on Damages, is *Thomas v. Winchester*, 6 N. Y., 397, where the facts were almost identical with the case supposed.

Here a physician prescribed for Mrs. Thomas ext. taraxacum. Mr. Thomas purchased what was believed to be the medicine prescribed at a store of a Dr. Ford, a physician and druggist at the place where Mrs. Thomas lived. A portion of this medicine was administered to the patient with disastrous results. The medicine administered, upon examination, proved to be belladonna, and not dandelion. The jar from which it was taken was labeled "1/2 lb. ext. taraxacum, made by A. Gilbert, No. 108 John street. Jar 8 oz." In this form and with this label the extract had been sold to Dr. Ford by one Aspinwall, who had previously purchased it from Winchester, in whose establishment the extract was prepared. Upon Mrs. Thomas' recovery she instituted a suit against Winchester for damages sustained by reason of his alleged negligence in placing so dangerous an article as belladonna extract upon the market labeled as a harmless drug.

The court held that the sending out by Winchester of a poisonous article for the ultimate use of the general public, which article was labeled by him as a harmless preparation, was an act of negligence imminently dangerous to human life, the nature and inevitable consequence of which must be death or great bodily harm to some human being.

In commenting upon Winchester's criminal liability the court in this case said that had the death of Mrs. Thomas resulted from the negligent act and had Winchester prepared the poisonous extract personally he would have been guilty of manslaughter, and the same rule would apply to the retail druggist.

This case and many others, decided upon the same principle, establish the fact that when the negligent act which caused the damage can be traced to the wholesale dealer he can be held responsible to the injured party, but the court was decidedly non-committal upon the question of the retailer's liability and leaves us entirely in the dark as to whether or not the retail druggist who made the last sale of the poison was liable civilly to the

person injured, and as to whether or not he was justified in selling the article upon the faith of the wholesale dealer's label.

When a retail druggist sells drugs or medicines to a customer he impliedly warrants that they are of the character called for. (Amer. & Eng. Ency. of Law, 2 Ed., Vol. 10, p. 269.)

A case decided by the Kentucky court held that a retail druggist was absolutely liable for injuries resulting from the mixture of poisons with ordinary drugs notwithstanding any degree of care that he may have used. (Fleet v. Hollenkemp, 13 B. Mon. 219.) Where a retail druggist sold sulphate of zinc for Epsom salts he was held liable to the person injured for the damages done. (Walton v. Booth, 34 La., Ann., 914.) So, also, where he sold morphine instead of quinine. (Brunswick v. White, 70 Tex., 507.) And also where laudanum was sold in place of rhubarb. (Norton v. Sewall, 106 Mass., 143.) And in a case where a poisonous liquid was sold as a harmless hair wash (George v. Skivington, L. R., 5 Exch., 1) the same rule was followed.

But the stringent rule laid down in the Kentucky case is not universally followed and in this State, at least, we must look to the cases of Allen v. State S. S. Co., 132 N. Y., 91; Beckwith v. Oatman, 43 Hun., 265; and Brown v. Marshall, 47 Mich., 576, as furnishing the authoritative law upon the subject. In both of the two last mentioned cases a recovery against the druggist was denied by the Appellate Court upon the ground that to entitle plaintiff to recover he must prove a failure on the part of the druggist or his clerk to exercise due care and skill in the performance of his duties, which, in these cases, the plaintiffs failed to do. In Allen v. The State S. S. Co., Judge Brown quotes, with approval, from Judge Cooley's decision in Brown v. Marshall: "The question is whether the delivery at a drug store of a deleterious drug to one who calls for one that is harmless, and a damage resulting therefrom, of themselves give a right of action, even though there may be no intentional wrong, and the jury may believe there is no negligence. That such an error might occur without fault on the part of the druggist or his clerk is readily supposable. * * * It is easy to suggest accidents * * * but how misfortune occurs is unimportant if, under all the circumstances, the fact of occurrence is attributable to him as a legal fault. The case is one in which a high degree of care may justly be required. * * * It is proper and reasonable that the care required shall be proportionate to the danger involved. But we do not find that the authorities have gone so far as to dispense with actual negligence as a necessary element in the liability when a mistake has occurred." Judge Brown in Allen v. State S. S. Co. follows this decision and holds that "the rule of liability applicable to a druggist in cases of this character is the same as that which governs the liability of professional persons whose work requires special knowledge or skill." But a retail druggist is not relieved of his responsibility where he relies upon the label of a reputable wholesale dealer, which label is in reality false, provided negligence on his part can be shown. (Howes v. Rose, 13 Ind., App., 674.)

The conclusion, therefore, to be drawn from the cases is that where the negligent act in question can be traced to the manufacturer or wholesale dealer any person who was injured by the use of the drug

falsely labeled has a cause of action against the wholesale dealer for the injuries sustained, and if negligence on the

part of the retailer can be shown the injured person has a cause of action against him also.

Prize Essay Department.

Brief, Bright essays on subjects of interest to pharmacists are invited for the Prize Essay Department. For every article printed, long or short, the American Druggist will fortnightly pay \$5.00.

TWO IDEAS.

By W. A. LIVINGSTON,
Johnstown, Pa.

IN competition for the prize essay award I give below two formulas which have been trade winners with me from the start:

Horehound Cough Drops.

Fluid tolu (for syrup)	4	dra.
Fluid squill (for syrup)	1	dr.
Ext. horehound, fl.	1	dr.
Oil anise	1½	dra.
Ammonium carbonate	30	grs.
Water	30	mm.

Mix the above ingredients and take the material to the best candymaker in your city with an order to make ten pounds of cough drops, and to mix the drugs thoroughly into the whole batch. The candymaker will probably make a charge of \$1 or perhaps less for the quantity named.

Display the finished goods in a neat open box just in front of the counter scales. Customers, while waiting, will almost invariably try one. If they speak of the cough drops, politely ask them to take one. If they ask whether or no they contain horehound tell them frankly the drops are a mixture for coughs containing horehound as one of the ingredients.

Two ounces good weight for 5 cents will be satisfactory to the customer and afford a good profit to the retailer.

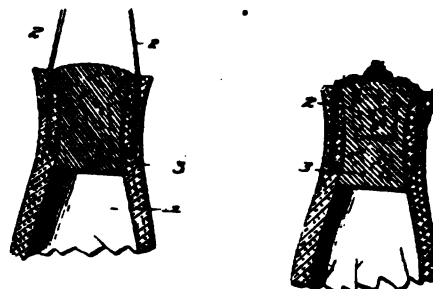
"Toothpicks Five Cents Per Ounce."

A glass Egyptian show jar, filled with wooden toothpicks of slightly better grade than the ordinary (there are different grades of quality on the market) displayed on the showcase where customers can easily see it with a white card against the inside of the jar bearing the sign "5c. per ounce" printed plainly in black ink makes a display that excites comment. It is surprising how many people will joke about selling toothpicks by the ounce, and then noticing the superior quality of the toothpicks will make a trial purchase of an ounce. The bulk which the picks make when weighed out loosely impresses the customer favorably, and if you sell a really good article, as you should, customers are sure to repeat the order when the first lot is gone. Always give good weight on these goods, and make a loose package—the looser the package the neater the fold.

Have you a wrinkle in dispensing not known to others? Describe it in an essay and send it to the Prize Essay Department. You may win the fortnightly prize of \$5.

A Non-Refillable Bottle Invention.

Not an issue of the "Patent Office Gazette" appears but one or more patent specifications appear for non-refillable bottles. One of the most promising examples that have yet come to our notice is printed in the current issue and we illustrate the design herewith:



The invention is described by the patent office, in the following terms:

Claim.—1. In a protected bottle, the combination with the tie-wires embedded for a portion of their length in the parallel walls of the neck of the bottle and parallel with each other, of the cork, and the cap formed with prongs, and provided with an aligned series of orifices extending diametrically from edge to edge of said cap, substantially as shown and described.

2. The combination with a bottle having tie-wires embedded in its neck, of a cork stopper, and a perforated cap, having said tie-wires interlaced through said cap, and their meeting ends connected above said cap, substantially as shown and described.

The invention is the property of Lewis McCormick, of Highwood, Mont.

A non-refillable bottle which, while effective, is simple in its operation and inexpensive, will undoubtedly be welcomed by the bottlers of liquors who desire to prevent the refilling of their bottles with liquors of inferior quality.

A New Filtering Apparatus.

O. Witt has devised a new form of filter, consisting of a fixed cylindrical glass vessel, the upper edge of which is expanded and ground smooth, so that a hemispherical cover can be fitted upon it with air tight joints. The cover has an opening into which a funnel is ground to fit. The lower vessel in which the receptacle for the filtered liquid is received is provided with an opening on the side to which an air pump can be attached so as to facilitate the filtration by exhausting the air

Gathered Formulas.

Hospital Formulary.

FORMULARY OF THE NEW YORK HOSPITAL.

(Continued from page 356)

PREPARATIONS FOR INTERNAL USE.

(Calculated for quantities representing an ordinary adult dose.)

ELIXIR CAFFEINÆ COMP.

Caffeine	1 gr.
Acid-hydrobrom. dil.	2 mms.
Sod. bromid.	5 gr.
Elixir aromatic, q. s. ad.	1 dr.

ELIXIR CATHARTICUM.

Ol. anisi	½ mm.
Glycerin	2 dr.
Ext. viburni fld.	4 mms.

ELIXIR "CELERY" COMP.

Ext. Apii graneol. fld.	4 mms.
Ext. cocæ fld.	4 mms.
Ext. kolæ fld.	4 mms.
Ext. viburni fld.	4 mms.
Elixir aromat. q. s. ad.	1 dr.

ELIXIR CINCHONÆ.

Ext. cinchonæ fld.	1½ gr.
Elixir aromatic q. s. ad.	1 dr.

ELIXIR CINCHONÆ ET FERRI.

Ferri phosph. solub.	2 gr.
Elixir cinchonæ detann. q. s. ad.	1 dr.

ELIXIR VIBURNI COMP.

Ext. viburni fld.	10 mms.
Ext. piscidiz erythrin.	5 mms.
Hydrastin sulph.	1-10 gr.
Elixir adjuvant, q. s. ad.	1 dr.

EMULSIO. OL. MORRHUÆ C. Ext. MALT.

Ol. morrhue	2 dr.
Ext. malti.	2 dr.

EMULS. OL. MORRHUÆ PHOSPHAT.

Ol. morrhue	2 dr.
Calcii. phosphat.	1 gr.
Sodii. phosphat.	1 gr.
Potass. phosphat.	2 gr.
Acid. Phosphoric	2 gr.
Mucilag. acaciæ q. s. ad.	4 dr.

EMULS. OL. RICINI.

Ol. ricini	2 dr.
Ol. gaultheriæ	q. s.
Mucilag. acaciæ q. s. ad.	4 dr.

EMULS. TEREBINTHINÆ.

Ol. terebinth. rect.	7½ mms.
Elixir aromat.	15 mms.
Mucilag. acaciæ,	
Aq. cinnamomi, of each, q. s. ad.	1 dr.

INFUS. DIGITALIS. COMP.

Potass. iodidi.	5 gr.
Infus. digitalis, q. s. ad.	1 dr.

MIXTURES.

Cardiac.

MISTURA DIGITALIS C. NUX. VOM.

Tinct. digitalis	5 mms.
Tinct. nucis vom.	5 mms.
Tinct. cinchonæ co., q. s. ad.	1 dr.

MISTURA STROPHANTHI.

Tinct. strophanthi	5 mms.
Tinct. gentian Co., q. s. ad.	1 dr.

Cathartic.

MISTURÆ CASCARÆ.

Ext. cascariæ fl.	30 mms.
Glycerini, q. s. ad.	1 dr.

MISTURÆ CASCARÆ COMP.

Tinct. nucis vom.	5 mms.
Tinct. belladonnæ	5 mms.
Ext. cascariæ fl.	15 mms.
Glycerini, q. s. ad.	1 dr.

Digestive.

MISTURA AMARA.

Sod. sulphocarb.	10 gr.
Sod. bicarbon.	10 gr.
Glycerin	1 dr.
Infus. quassiz, q. s. ad.	4 dr.

MISTURA CAMPHORÆ ACIDA.

Acid nitric dil.	8 mms.
Tinct. opii	5 mms.
Aque camphoræ, q. s. ad.	1 dr.

MISTURA CAPSICI COMP.

Tinct. capsici	5 mms.
Tinct. zingiber.	15 mms.
Chloroform	5 mms.
Spir. frumenti, q. s. ad.	4 dr.

MISTURA CRETÆ COMP.

Tinct. catechu	10 mms.
Tinct. opii. camph.	10 mms.
Mistura cretæ, q. s. ad.	2 dr.

MISTURA CONTRA DIARRHÆAM AD-STRINGENS.

Tinct. opii	10 mms.
Tinct. kino.	1 dr.
Tinct. krameriæ	1 dr.
Tinct. catechu	1 dr.
Tinct. cardamom. co., q. s. ad.	4 dr.

MIST. CONTRA DIARRHÆAM SQUIBB.

Tinct. opii	12 mms.
Tinct. capsici	12 mms.
Tinct. camphoræ	12 mms.
Chloroform	5 mms.
Alcoholis, q. s. ad.	1 dr.

MIST. CONTRA DIARRHÆAM, SUN.

Tinct. opii	12 mms.
Tinct. capsici	12 mms.
Tinct. rhei	12 mms.
Spt. camphor	12 mms.
Spt. menthæ pip., q. s. ad.	1 dr.

MISTURA GASTRITIS.

Potass. bromidi.	10 gr.
Spirit. ammon. arom.	10 mms.
Tinct. valerian ammon.	2½ mms.
Aque, q. s. ad.	1 dr.

MISTURA OL. RICINI ET OPII.

Ol. ricini	5 mms.
Tinct. opii. deod.	1 m.
Glycerini	15 mms.
Mucilag. acaciæ	q. s.
Aqua menth. pip., q. s. ad.	1 dr.

MISTURA PEPSINI.

Pepsini (1-2500)	2 gr.
Acid. hydrochloric. dil.	5 m.
Aque, q. s. ad.	1 dr.

MISTURA PEPSINI COMP.

Pepsini	2 gr.
Carbon ligni, pulv.	5 gr.
Sodii brom.	10 gr.
Aque, q. s. ad.	1 dr.

Diuretic.

MISTURA BUCHU.

Potass. acetatis	10 gr.
Infus. buchu, q. s. ad.	1 dr.

MISTURA DIGITALIS.

Potass. acetatis	10 gr.
Infus. digitalis, q. s. ad.	1 dr.

MISTURA HYOSCYAMI.

Potass. citratis	10 gr.
Tinct. hyoscyami	30 mms.
Aque, q. s. ad.	1 dr.

MISTURA HYOSCYAMI COMP.

Ext. hyoscyami	2½ gr.
Liq. potassæ	15 mms.
Glycerini	1 dr.
Aque cinnamom, q. s. ad.	4 dr.

MISTURA POTASS. ACET.

Potass. acetatis	5 grs.
Potass. et sod. tart.	15 grs.
Syrup. zingiberis	15 mms.
Aque, q. s. ad.	1 dr.

MIST. POTASS. ACET. ET EX. RUMIC.

Potass. acet.	15 grs.
Tinct. nucis vom.	5 mms.
Ext. rumicis, fld., q. s. ad.	1 dr.

MISTURA POTASS. ACET. ET NUX VOM.

Potass. acetat.	15 mms.
Tinct nucis vom.	5 mms.
Inf. quassiz, q. s. ad.	1 dr.

MIST. POTASS. CITRAT.

Potass. citrat.	10 grs.
Potass. et sodii tart.	15 grs.
Aque, q. s. ad.	1 dr.

Respiratory.

MISTURA BRONCHITIS.

Ammon. carb.	2 grs.
Ferri et ammon. cit.	2 grs.
Syrup. tolutan.	30 mms.
Aque, q. s. ad.	1 dr.

MISTURA CREOSOTI, No. 1.

Creosoti	1 mm.
Glycerini	20 mms.
Spir. frumenti, q. s. ad.	1 dr.

MISTURA CREOSOTI, No. 2.

Creosoti	3 mms.
Emulsio ol. morrh. c. ext. malt.	4 dr.

MISTURA CREOSOTI, No. 3.

Creosoti	2 mms.
Alcoholis	2 mms.

MISTURA EMPHYSEMA.

Morphin. sulph.	¼ gr.
Potass. iodid	5 grs.
Tinct. belladonnæ	5 mms.
Spir. ether. co.	40 mms.
Syrup. pruni virg.	1 dr.
Aque, q. s. ad.	4 dr.

MISTURA EXPECTORANS.

Ext. glycyrrhiz. pur.	1 gr.
Ext. ipecac. fl.	2 mms.
Spt. ætheris nit.	10 mms.
Tinct. opii comp.	15 mms.
Syrupi, q. s. ad.	1 dr.

MISTURA EXPECTORANS CODEINÆ.

Codeinæ sulph.	¼ gr.
Acid. hydrocyan. dil.	1 mm.
Ammon. chlorid.	5 grs.
Syrup. pruni virg., q. s. ad.	1 dr.

MISTURA EXPECTORANS HYDROCY-ANIC.

Morphinæ sulph.	1/16 gr.
Acid. hydrocyan. dil.	2 mms.
Syrup. tolutani	30 mms.
Aque, q. s. ad.	1 dr.

MISTURA EXPECTORANS, "STOKES."

Ammon. carb.	¼ gr.
Tinct. scillæ	5 mms.
Syrup. senegæ	10 mms.
Tinct. opii camph.	15 mms.
Aque, q. s. ad.	1 dr.

MISTURA EXPECTORANS TERE-BENE.

Terebene	5 mms.
Mist. Glycyrrhiz. Co., q. s. ad.	1 dr.

MISTURA EXPECTORANS, "WARD."

Morphinæ sulph.	1/32 gr.
Acid. hydrocyan. dil.	1 mm.
Ext. pruni virg.	10 mms.
Glycerini	20 mms.
Aque, q. s. ad.	1 dr.

(To be continued.)

Witt's Centripetal Stirrer.

Witt's stirrer consists of a glass tube, the lower portion of which is expanded into a bulb provided with an opening at the bottom and with several openings at the sides, as shown in Fig. 2. When this is

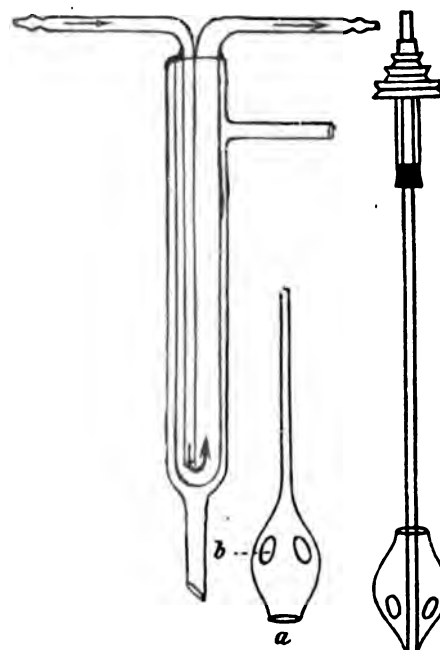


Fig. 1. Fig. 2. Fig. 3.

revolved at a high rate of speed—5,000 revolutions per minute—the liquid enters from below at a and is thrown out

through the openings b. The stirrer is most effective for mixing liquids differing in their specific gravity.

When, however, there is a wide difference in the specific gravity of the two liquids this apparatus is not wholly satisfactory. For mixing such liquids Witt has devised a modification of the original form of his stirrer which is shown in Fig. 3.

In this the stirrer is closed below but open above. The lighter liquid floating on the surface is drawn down into the tube and expelled through the openings in the sides. The stirrer being placed at the bottom of the liquid does not apparently disturb the liquid at all, except that when revolved rapidly, a funnel-shaped

depression shows itself in the center of the vessel.

Back-Flow Condenser.

Hopkins has devised a back-flow condenser (*Chem. Zeit* 1899, Rep. 21), the construction of which is easily understood from the drawing shown herewith. The apparatus is very efficient, having a large condensing surface, while the external surface does not become so cold as to cause a condensation of the moisture of the atmosphere on the outer surface of the apparatus as is the case with the Liebig condenser. It is shown in Fig. 2. on the preceding page.

Pharmaceutical Progress.

New Remedies—Improved Processes—Modern Inventions—Wrinkles in Dispensing—Tests and Reactions.

To Sharpen Cork Borers—Lenz recommends the use of the ordinary scissors. One point is thrust into the borer, the scissors closed as tightly as possible and both revolved in different directions on their axes.

Lanthanum Salicylate has recently been proposed as an antiseptic. It is an insoluble powder and owes its virtues to the salicylic acid contained in it. It is prepared in the same way as the didymium salt referred to below.

Boson is still another meat-albumen preparation which has been put upon the market in Germany. It appears in the form of a grayish white fine powder, insoluble in water, and is said to contain 92.5 per cent. available albumen.

Didymium Salicylate which has recently been recommended as an antiseptic, is a pale, pink powder insoluble in water. It is prepared by treating the hydrate or carbonate with salicylic acid, or by double decomposition between some soluble didymium salt and a soluble salicylate.

Ferratoze or Liquor Ferratini is a solution of the popular iron preparation ferratin (D. R. P. 72,168), which has been placed upon the market by Boehringer & Soehne. Ferratoze is described as an agreeable, efficient and cheap remedy for anæmia and similar conditions, and as being entirely harmless to the teeth and to the stomach.

Palo Balsam's product of the *Bulneria Sarmienti* Lor., natural order *Zygophyllæ*, a plant indigenous to the Argentine Republic, contains (E. Petzold *Pharm. central*, 1899, No. 48) the principal ingredients present in guaiac resin, a large proportion of ethereal oil, guaiagutrin, and an acid of an aromatic odor which is not identical with guaiac acid.

Tannocreoform and Tannoguaiform are odorless and tasteless preparations produced by combining tannin and formaldehyde with creosote and guaiacol respectively. Both preparations have been recommended by Brissonnet (*Rep. de Pharm.*, 1899, 482) as intestinal anti-

septics and for the treatment of tuberculosis. It is also claimed that these preparations are of value in certain skin diseases.

Eudesmol is isomeric with camphor, the only difference being in the transposition of the oxygen atom. This body does not possess the properties of a ketone; it is optically inactive and is indifferent to reducing agents. Its melting point is 79° to 80° C. When oxidized with diluted nitric acid, it yields camphorine but no camphoric acid. The substance was obtained by Baker (*Apoth. Zeit.*) from the oil of various varieties of eucalyptus.

Guaiacol Salicylate is an antiseptic made according to a French patent by heating together over a water bath a mixture of 35 parts of guaiacol, 40 parts of salicylic acid and 25 parts of phosphorous oxy-chloride for several hours; treating the cooled mass with water followed by a concentrated solution of sodium bicarbonate and the undissolved portion is then taken up with alcohol, ether or benzol, and from this solution the salicylate is crystallized out in small white crystals melting at about 69° C.

Potassium Permanganate as an Antidote for Strychnine.—Paratore has conducted numerous experiments (*Chem. Zeit.* 1899, Rep. 317) upon this subject from the results of which he concludes the permanganate is an efficient antidote for strychnine poisoning, provided it can be administered before or immediately after the onset of the tetanic symptoms. He recommends the use of a solution of 0.5 Gm. of the permanganate in 1 liter of water. The stomach should also be washed out with 1 to 5,000 solution.

Aquasanin is a new sterilizer for drinking water which has been placed on the market in Germany in the form of compressed tablets. It is claimed that these tablets when dissolved in water liberate ozone and hydrogen dioxide. The acid tablet is added to the water and when the water has become purified by its action the acid is neutralized by the addition of an alkaline tablet, leaving dis-

solved in the water small quantities of manganese and neutral alkaline salts, which are not objectionable from a hygienic standpoint.

Plasmon is a new albumen preparation which was described by Prof. Praussnitz at the recent meeting of the Society for the Advancement of Science in Munich. It is made by precipitating the casein from skimmed milk with diluted acetic acid, and neutralizing with sodium bicarbonate. It is soluble in 20 parts of water, and it does not become distasteful to patients even after prolonged use. Careful studies show that it does not appear in the blood, although introduced into the stomach in very large quantities, and it is absolutely non-irritating to the intestinal tract.

To Differentiate Between Amber and Copal.—Among the relics of Troy and Mycenæ, discovered by Schliemann, the archæologist, were a number of amber ornaments. Whether these were of genuine amber or merely of fossiliferous copal from East Africa, possibly brought by Egyptian or Phœnician traders to Greece, has not heretofore been known. According to O. Rössler (*Arch. der Pharm.*, 1899, 239) genuine amber contains sulphur, and if a fragment be heated in a small tube, the mouth of which is covered with a piece of filter paper, moistened with lead acetate solution this will turn black from the formation of lead sulphide. If no sulphide be formed the fragment is not genuine. On applying these tests Schliemann's specimens proved to be genuine.

Chloroform Objectionable as an Alkaloidal Solvent.—P. F. Trowbridge has contributed to the *Archiv der Pharmacie* (237, 8) an interesting note on the strychnine compounds of iodoform and chloroform. The formation of a compound between strychnine and chloroform is important as bearing upon the use of chloroform in the extraction of alkaloids. E. Schmidt contributes a footnote to Trowbridge's paper to the effect that chloroform is no longer to be regarded as indifferent solvent for alkaloids. In isolating alkaloids by various methods as well as in quantitatively estimating the alkaloidal contents of narcotic extracts and drugs Prof. Schmidt many years ago observed that the bases obtained by shaking out with chloroform of an alkaline solution after the evaporation of the solvent show greater or less traces of chlorides, and in some cases even of chloroform itself.

To Make Balls of Fire.

If a crystal of ammonium chloride is thrown into fusing potassium nitrate, the crystal assumes the form of a brilliant globule which becomes incandescent, then burns and disappears with a feeble detonation. If ammonium sulphate is used instead of ammonium chloride, the luminous effect is more intense. Ammonium nitrate in contact with fusing potassium nitrate, produces the most remarkable luminous phenomena. If nitrate is used in the state of crystalline powder, a series of phosphorescent spots is noticed on the surface of the bath of potassium nitrate, but if a crystal is used, it immediately forms an incandescent globule surrounded by a phosphorescent ring, having a very rapid circular motion. After a few seconds it disappears, burning with a violent flame.—Popular Science.

A STUDY OF THE ALKALOIDS.

Dr. Dohme Discusses the History of the Study of the Constitution of Alkaloids.

Street Vendors of Botanical Drugs.

THE regular monthly pharmaceutical meeting of the Philadelphia College of Pharmacy was held Tuesday, December 19, with James T. Shinn in the chair.

Despite the disagreeable character of the weather, the audience was such an one as to assure to the speakers a hearty welcome and appreciation of their efforts. A very comprehensive paper on the

History of the Constitution of the Alkaloids Was presented by Dr. Alfred R. L. Dohme, of Baltimore, who, as the chairman said, is a graduate of the Maryland College of Pharmacy, and also of Johns Hopkins University, and who, on account of his special attention to this subject, was eminently qualified to treat it.

Before entering into a discussion of the constitution of the individual alkaloids, the author considered the two most important definitions which have been applied to this class of compounds. He said that one set of chemists, with Pictet at its head, consider these bodies to be derivatives of the base pyridine, while another set of chemists, headed by Guarschi, consider them to be substances, containing nitrogen and possessing basic properties. According to the former definition, caffeine, theobromine, ethylamine, etc., are not alkaloids. Dr. Dohme, however, takes the broader view of the subject and considers an alkaloid to be any nitrogenous substance possessing basic properties and forming stable salts. While admitting that the great majority of alkaloids are derivatives of pyridine, it seemed to him unscientific to assume that all alkaloids are such or that there is any organic connection between alkaloidal property and pyridine, for the day may not be far distant when an alkaloid will be discovered not a derivative of pyridine and yet possessing pronounced alkaloidal properties.

With reference to the two classes of alkaloids, the animal and vegetable, the author stated that at first in the early part of this century, chemists considered only the vegetable alkaloids to be bases, assuming that the animal body only secretes substances of an acid or neutral character. Hence it was that Liebig classed such substances as xanthine, creatine, etc., with the family of starches. An interesting distinction between these two classes of alkaloids does, however, appear to exist, and that is, that as far as is known, nearly all vegetable alkaloids are derivatives of a substance which has the closed chain structure, while nearly all animal alkaloids belong to the open chain series.

The fact that in their early history alkaloids were looked upon as the active principles of drugs, and that the terms have been closely associated ever since, has been a great factor in their investigation, for physicians saw in them the first means at their command for exact medication and chemists saw in them the dawn of an era whereby chemistry would be brought into closer touch with

medicine, and which would ennoble the science of chemistry and increase its usefulness and importance as well.

Coming, then, to consider the most prominent steps which have marked the development of the constitution of the alkaloids, the author referred to the discovery of morphine, which, as is well known, was the first alkaloid isolated from any plant. The honor of this discovery belongs to the German apothecary, Friedrich Wilhelm Sertürner, of the little town of Einbeck, who, in 1805, isolated the alkaloid, and what was of great importance, recognized its basic character. Sertürner's views with regard to the alkalinity of morphine met with no favor at first and it was not until 1817, when he published a second paper on the subject, that its importance was recognized. Soon after this, however, it became apparent that a new era in chemistry was at hand, and during the time between 1817 and 1835 no less than twenty-six alkaloids were discovered, so great was the activity of chemists along this line of investigation. Physiologists likewise were much interested in this new class of compounds and one of the most notable contributions on their physiological action is the "Formulaire" of Magendie, published in 1821. Perhaps the most valuable of the publications which appeared at that time is that of Pelletier and Caventou on cinchonine and quinine.

The formulas of the alkaloids were usually not determined by the investigators, but by the great chemists of the day, of whom Liebig, Regnault, Laurent and Gerhardt were mentioned. Having determined the empirical formulas of these substances the question which naturally arose next was that of their constitution or the arrangement of the atoms and groups of atoms in their complex molecules. Two radically different theories were advanced for explaining their constitution, one of which was the conjugated theory of Berzelius and the other the amidogen theory of Liebig. According to the former of these views the ammonia was contained in the alkaloid as such, and to it was conjugated the various radicals that caused the difference in properties, composition, etc., as

NH₃, Ammonia,
NH₂ CH₃, Methylamine,
NH₂ C₂H₅, Ethylamine,
NH₂ C₆H₁₁, Nicotine,
NH₂ C₆H₅, Aniline.

Liebig's theory assumed that all alkaloids contained the radical amidogen NH₂, or, in other words, that they were ammonia in which one hydrogen atom was replaced by an electropositive radical which was different for each alkaloid. These theories were put to the practical test by Hofmann, who in 1843 began his famous work on aniline and its derivatives. One result of this work was the refutation of the Berzelius hypothesis, although Hofmann was at first an adherent of it and the establishment of the correctness of the Liebig theory for explaining the constitution of the alkaloids.

The next step in the development of the constitution of the alkaloids was marked by the discovery of quinoline, pyridine, picoline, lutidine, etc. In 1867 these bases were more definitely studied and the fact established that instead of being substituted ammonias, they were nitrogenous hydrocarbons, and capable of forming numerous derivatives.

The next step was made by Körner in 1869, when he showed that just as

naphthalene is made of two benzene nuclei, so is quinoline made up of a pyridine and a benzene nucleus. It was also in 1869 that the first "apo" alkaloids were made, these being compounds made from other alkaloids by the abstraction of one molecule of water.

The next important feature was the work on the synthesis of the alkaloids, and a notable example of this work was the synthetic formation of atropine in 1870 by Ladenburg.

The author considered much of the work done in recent years on the constitution of the alkaloids and said that at the present time there appears to be ample scientific interest attaching to the subject to justify the prediction that before another twenty years passes by the constitution of every alkaloid will be known.

An interesting paper entitled

Herbs and Drugs Sold on the Sidewalks of Philadelphia

Was read by Charles H. La Wall. The author pointed out that while the profession of pharmacy has made much progress in recent years in certain directions, it has lost ground in others, and one of these is pharmaceutical botany. In former times druggists collected many of the drugs which they used with their own hands and in evidence of this statement the author referred to some of the older works on pharmacy in which were given pharmaceutical calendars, indicating the proper season for collecting the various botanical drugs. The writer stated that more than 75 per cent. of the official drugs are growing within a radius of a few miles of Philadelphia. Still more surprising was the statement that more than 50 per cent. of the official drugs are offered for sale on the street corners of the city by persons who earn a living by collecting and preparing them for sale. These persons were reported to be perfectly familiar with the season and habitat of each drug and are also acquainted with the medicinal uses of the drugs collected by them. One point which should not be overlooked is the excellent quality of the drugs offered for sale by the street vendors.

Ihrig's Capsule Filler.

At a recent meeting of the Philadelphia College of Pharmacy, Prof. Remington called attention to a new form of capsule filler, the invention of Mr. Ihrig, of the firm of Emanuel & Ihrig, of Pittsburgh, Pa. The apparatus consists essen-



IHRIG'S CAPSULE FILLER. FIG. 1.

tially of a metal base having a horizontal surface, surmounted by another metallic plate or table having perforations for holding the various-sized capsules, and

which may be raised or lowered, as desired, by a screw adjustment. When in



IHRIG'S CAPSULE FILLER. FIG. 2.

position for filling, the lower portion of the capsules should rest on the lower table, and the top part should be slightly below the surface of the upper table. After distribution of the powder with a



IHRIG'S CAPSULE FILLER. FIG. 3.

spatula, it is pressed into the capsules with a triple punch which accompanies the apparatus. In order to put on the caps the top table is lowered, which brings the top of the capsules above the surface.

Notes on Some British Pharmacopœia Preparations.

The following notes are contributed by E. W. Lucas to our London contemporary, the *Chemist and Druggist*:

Homatropine Discs.

These discs are required to contain 1-100 gr. of the hydrobromide salt and to weigh about 1-50 gr. This only permits 1-100 gr. of basis. Experience shows that it is not possible to comply with this requirement, as 1-100 gr. of colloid basis is insufficient to prevent the salt crystallizing out when the film dries. Some time ago the author published a working form, but, through a clerical error the quantity of basis for 1,000 discs was given as 80 gr. instead of 180 gr. The formula should read:

Gelatin	30 gr.
Glycerin	3 gr.
Distilled water	150 gr.
Homatropine hydrobromide	10 gr.

Dissolve and pour on to a waxed plate, so as to produce a film exactly 4 inches square. When dry, but still supple, punch out discs 1-7 inch diameter.

The product is about 784 discs, the remainder of the film being wasted. Each disc will weigh rather less than 1-20 gr. It may be remarked that no inconven-

ience has been found in using discs weighing 1-15 gr., as, owing to their extreme tenuity, they soften directly they are inserted beneath the eyelid.

Liquid Paraffin.

The Pharmacopœia requires a sp. gr. of 0.885-0.890. As other writers have pointed out, this is much too high. The process of refining prevents the density so that it is difficult to obtain it of higher gravity than 0.880. The author has examined products from several large refineries, and finds the sp. gr. varies from 0.865 to 0.879. From a medical point of view, 0.865-0.870 is quite viscous enough for use in a spray apparatus. As a matter of fact, the proprietary article which enjoys the greatest reputation rarely exceeds 0.866.

Conium Ointment

If kept for a short time exhibits a luxuriant growth of mould. Boric acid does not altogether prevent this. The author suggests either the addition of two drops of clove oil to each ounce or a basis composed of equal parts of wool-fat and soft paraffin. The latter is to be preferred, the conium-juice showing no tendency to come out again after standing, as it does in the official preparation.

Hamamelis Ointment.

This ointment is also unsatisfactory when prepared entirely with wool-fat basis. By substituting soft paraffin for a portion of the wool-fat the ointment can be preserved apparently almost indefinitely.

Liquid extract of hamamelis	¼ fl. oz.
Anhydrous wool-fat	1½ oz.
Soft paraffin	¼ oz.

Liquid extract of dry hamamelis-leaves does not, however, represent the full medicinal value of the drug. The author therefore suggests this modification:

Liquid extract of hamamelis	¼ fl. oz.
Distilled extract of fresh hamamelis.	¼ fl. oz.
Anhydrous wool-fat	1½ oz.
Soft paraffin	1 oz.

Compound Tincture of Rhubarb.

This tincture is more conveniently prepared by the maceration process. The following formula yields a clear tincture of slightly higher density than that prepared by the official process:

Rhubarb-root, whole	2 oz.
Cardamom-seeds, bruised	¼ oz.
Coriander-fruits, bruised	¼ oz.
Glycerin	2 fl. oz.
Alcohol (90 per cent.)	12 fl. oz.
Distilled water	6 fl. oz.

Soak the rhubarb in the water for twenty-four hours, bruise in stone mortar, and add to the cardamoms and coriander in the strong alcohol. Macerate seven days, press, and add the glycerin.

Nessler's Reagent.

The pharmacopœial solution reacts with dilute ammonia solutions but slowly. The appended formula is commonly used in water analysis, and is very much quicker, indicating, after it has been kept for a few weeks, 0.0001 gr. NH₃ per gal. at once:

Potassium iodide	35 grammes
Mercuric chloride	13 grammes
Distilled water	500 grammes

Dissolve and add sufficient saturated solution of mercuric chloride to produce a faint permanent red precipitate.

Add 160 grammes sodium hydroxide dissolved in 200 grammes water; shake well, add 10 c.c. more saturated solution mercuric chloride, and make up to 1 litre with distilled water.

This solution improves by keeping and should be preserved in stoppered bottles away from the light.

MANUFACTURING AND DISPENSING NOTES.*

By A. E. HISS, PH G.

Solutions and Triturations for Prescription Use.

I have found solutions and triturations of various substances very convenient for use at the prescription counter. The triturations I use are: Strychnine sulphate, 1 in 12; arsenous acid, 1 in 8; calomel, 1 in 8; atropine sulphate, 1 in 30, and morphine sulphate, 1 in 8. The diluent used is milk-sugar. The atropine trituration I use for making the solution when only a small quantity of the drug is required. This plan should be preferred to the using of a solution which may be on hand for some time, as atropine undergoes change more readily than any other alkaloid.

The solutions I use are: Saturated solution of boric acid; saturated solution of potassium chlorate; saturated solution of copper sulphate, or 1 in 3; saturated solution of ammonium carbonate, or 1 in 4; saturated solution of potassium nitrate, or 1 in 4; potassium citrate, 1 in 2; potassium bromide, 1 in 2; ammonium chloride, 1 in 2; sodium phosphate, 1 in 8; sodium bromide, 1 in 2; zinc sulphate, 1 in 10; morphine sulphate, 1 in 120 (or 2 drachms of solution equaling 1 grain); strychnine sulphate and mercuric chloride, the same as morphine sulphate; codeine phosphate, 1 in 15 (1 fluidrachm equaling 4 grains); tartar emetic, 1 in 60 (1 fluidrachm equaling 1 grain); and scale pepsin, 1 in 6.

Many of these solutions are made with distilled water without further addition, and then filtering. Solutions of morphine and strychnine sulphates and codeine phosphate should contain 15 to 20 per cent. of alcohol or a few drops of formaldehyde solution as a preservative. Tartar emetic should be dissolved in a mixture of equal parts of glycerin and distilled water, and then a few drops of formaldehyde solution added. Tartar emetic is very difficult to keep in solution, but by this method it keeps well. Alcohol should not be added, as it will precipitate the tartar emetic. Strychnine sulphate may be dissolved conveniently in a small portion of the water in a test-tube. The solution of potassium citrate requires a small amount of formaldehyde solution to preserve it. The solution of pepsin may be made by dissolving a good grade of scale pepsin in a mixture of equal parts of glycerin and distilled water. The pepsin, if of good quality, will dissolve slowly but completely in from 12 to 24 hours by occasional agitation. This solution is very useful in making elixir of pepsin and bismuth according to Caspari's or Rother's formula, or anywhere else when a non-acid solution of pepsin is required. Of course, if an acid is required, this may be added as in any other instance.

The expressions 1 in 2, 1 in 4, 1 in 8, etc., applied to the solutions enumerated above, mean that every two minims of liquid, or every four minims, etc., contains one grain of dissolved substance, equivalent to 30 grains, or 15 grains, etc., of the dissolved substance in each

*From the "Bulletin of Pharmacy."

fluidrachm of solution. In the case of the triturations, 1 in 8, 1 in 12, etc., mean that one grain of the substance is contained in every eight or twelve, etc., grains of trituration.

Yellow Solution for Coloring Purposes.

Considerable difficulty is experienced by pharmacists in making bay rum of a nice color. Bay leaves, ammonia water, potassa, borax, turmeric tincture, and other things have been used and suggested. A handsome yellow tint may be imparted by adding sufficient of a concentrated decoction of American saffron. This decoction may be preserved by adding a small amount of formaldehyde solution. The preparation may also be used for coloring orange, lemon, pineapple, and other soda-water syrups, which are supposed to be a fine yellow color. It imparts no taste or odor, and does not produce milkiness, as when turmeric tincture is used.

Red Coloring.

Great difficulty is also usually experienced in imparting a suitable red color to preparations. Cudbear, cochineal, and red aniline, the usual coloring agents, impart, under ordinary conditions, an undesirable purplish tinge. This latter may be obviated or neutralized by adding a small amount of the decoction of saffron mentioned in the preceding paragraph, or any other yellow coloring agent. Too much of the yellow agent must be avoided, however, for then the red color obtained will verge on the brown.

Preserving Mucilage of Acacia.

It has been recommended to preserve this preparation by using glycerin or lime-water as a portion of the solvent. I have not been successful with either expedient, even when a first-class quality of gum and distilled water were used and the gum subjected to a preliminary washing with water. I now follow the directions of the U. S. P., using distilled water only, and then add a few drops of formaldehyde solution. Made in this way I have had no trouble with mucilage of acacia spoiling by fermentation. To those who object to the use of such an agent as formaldehyde for the purpose of preserving preparations intended for internal exhibition, I would say that so very little of it is required that I cannot see how any harm can result from it use.

Syrup of Tolu.

I have had no success in making a satisfactory syrup of tolu according to either the U. S. P. 1880 or 1890 process, the preparation soon acquiring a disagreeable odor. I have hence gone back to the formula of the U. S. P. 1870, which has always yielded me good results. This formula was given in my article on "Arithmetical Notes," published in the "Bulletin" for October. The tincture is to be well triturated with the magnesium carbonate and two ounces of sugar, then the water is to be added, the mixture filtered, and the remainder of the sugar dissolved in the filtrate by the aid of a gentle heat. The product is a lemon-yellow syrup of fine flavor which keeps well. Objection may be made to the use of magnesium carbonate because it is very slightly soluble, and owing to its alkaline character will precipitate morphine from morphine sulphate when the latter is prescribed, as it frequently is in mixtures with syrup of tolu. This objection may be a valid one; if it is, cal-

cium phosphate or purified talcum may be substituted for the magnesium carbonate. If either of these is used, the product will be almost colorless.

Dried Sodium Phosphate.

Sodium phosphate is now being used quite considerably, and I would suggest that the dried salt be also recognized by the U. S. P. and a working process for it given. The following process will be found acceptable: Heat crystallized sodium phosphate on a water bath until it ceases to lose weight, stirring the mass when it becomes dry, finally heating it over a sand-bath or by direct heat to 120° C. until it again ceases to lose weight, or until it represents about 40 per cent. of the weight of the original crystallized salt.

Zinc Ointment.

The U. S. P. directs that the zinc oxide for this ointment be in No. 20 powder. This is entirely too coarse; it should be finer than No. 60 powder, and No. 80 would be better yet if a smooth ointment is desired.

Chalk Mixture.

In making this the U. S. P. does not direct the use of distilled water, yet distilled water, and distilled water only, should be used for this preparation.

An Excellent Licorice Preparation.

Instead of the fluid extract of licorice, the pure extract of the U. S. P., the purified extract of the N. F., or any other extract of licorice, I use the following, which I call glycerite of licorice:

Extract of licorice, the commercial stick or mass.....	13 ounces av.
Glycerin	4 fluidounces.
Water	q. s.

Put the extract in enough water (about three pints) to dissolve it and make a thin solution. Hasten solution by frequent stirring and by putting the vessel in a warm place if possible. Solution should be completed in 24 to 48 hours; if it takes longer add a small amount of alcoholic solution of salicylic acid for preservation. Then filter, evaporate on a water bath to 12 fluidounces, and finally add the glycerin. This preparation is more readily made than a fluid extract or the extract of the U. S. P., or of the N. F.; it keeps indefinitely, it is cheap, and it can be poured readily, and therefore can be mixed easily with other liquids. Moreover, it is suitable for making elixirs, syrup of licorice, etc., because, first, it mixes readily, as already stated with other liquids, differing in this respect from an extract, and because, secondly, the resultant mixture has little or no precipitate, which is not the case when the extract or fluid extract is used, and because, thirdly, the mixture does not have the acrid taste imparted by the ordinary fluid extract.

The ordinary stick or mass licorice extract of the market contains about 40 per cent. of insoluble matter, so that the finished product corresponds quite closely to a 50 per cent. preparation.

Mjoen's Extraction Apparatus.

J. A. Mjoen has devised a modification of the extraction apparatus of Van Ledden-Hulsebosch, which is shown in the accompanying engraving as Fig. 1. The original "perforator" of Van Ledden-Hulsebosch is designed for use with liquids lighter than water, while Mjoen's apparatus is intended for liquids of high

specific gravity, such as chloroform. Stopcock a is first closed, and is not opened until the chloroform begins to drop from the cooler b. The stopcock is then opened so wide that the layer of chloroform at the bottom of the tube is maintained at a uniform height, the rate of condensation governing the rate at which the chloroform is allowed to pass through into the lower flask.

A Washing Apparatus.

In order to wash microscopical preparations Kreuz (Zeit. Wissenschaft, Mikros. 1898, XV.) uses the apparatus shown in

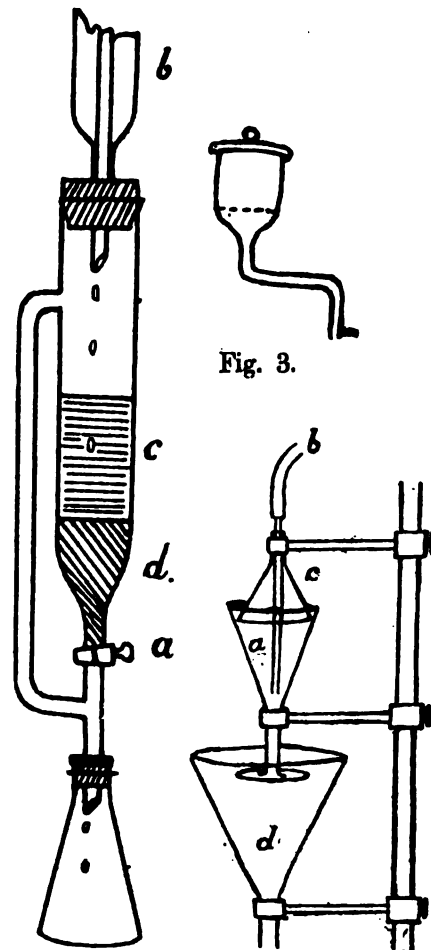


Fig. 1.

Fig. 2.

Fig. 2 on this page. The sections to be washed are placed in the vessel marked a, and water is admitted through the tube b, arising and overflowing the edges of the glass a into the funnel d. The inverted funnel c prevents the cross sections from being washed over with the overflowing water.

A New Form of Crucible.

In the crucible shown in Fig. 3 a sieve bottom is introduced as indicated in the drawing, upon which an asbestos plate is laid. The substance to be incinerated is placed upon this asbestos plate, washed, the water drawn off through the tube at the bottom, dried by the exhaustion of air through this tube and then heated, when any desired gas (as hydrogen or oxygen) can be introduced through the tube from the bottom.

Queries and Answers.

We shall be glad, in this department, to respond to calls for information bearing on pharmacy or any of its allied topics, and cordially invite our friends to make use of this column.

The name and address of the inquirer must accompany the communication, not for publication, but to assure attention, as we make it a rule to pay no regard to anonymous correspondence.

A Rare Incompatibility.—L. J. submits the following prescription, and asks us to state the nature of the precipitate which forms in the mixture on standing. The prescription read:

Tincture of castor,
Diluted phosphoric acid, of each...6 mms.
Ammoniated tincture of valerian
enough to make1 dr.

Make 2 oz. of above mixture.

At first glance it would appear that the precipitate in this mixture consists of ammonium phosphate, and possibly a little of this salt is formed, but the chief source of precipitation is the tincture of castoreum, which is rich in resinous matter and calcium, sodium and potassium salts. The prescription quoted or a combination like it is not infrequently prescribed in the treatment of the insane, and the phenomenon observed by our correspondent is a familiar one to those who have had any experience in compounding preparations containing tincture of castoreum and dilute phosphoric acid. The two medicines are best given separately, as precipitation invariably occurs when they are combined, and especially in the presence of ammoniated tincture of valerian. The precipitate consists probably of triple salts of ammonium, calcium, sodium and potassium.

Tonsillitis Cure.—A. A.—The bulk of these preparations consist of mixtures of tincture of iron chloride, glycerin, syrup and water. Cinnamon water is frequently prescribed in place of plain water, and the mixtures are known under different names, such as "Jacobi's Mixture," "Throat Tonic," "Jacobi's Special," etc. The "Throat Tonic," which is used at the New York Polyclinic, both as a gargle and as a mixture for internal use, has the following composition:

Potass. chlorate 2½ grs.
Tincture iron chloride..... 2½ mms.
Glycerin15 mms.
Water, q. s. to make..... 1 dr.

Dose: One teaspoonful.

The above is the general formula followed in nearly all of the city institutions, and modifications of it to form more palatable compounds will readily suggest themselves; an aromatic syrup or elixir may be substituted for the glycerin and so on.

Book on Botanical Drugs.—A. H. B. asks for the name of a book giving the habitat and history of botanical drugs.

Probably the most concise work on botanical drugs is Maisch's "Manual of Organic Materia Medica," published by Lea Bros. & Co., 111 Fifth ave., New York (\$2.50). A more compendious work and more fully up-to-date is Sayre's "Organic Materia Medica and Pharmacognosy" (Blakiston's Son & Co., Philadelphia;

price, \$4.50). The history of vegetable drugs is described at greater length in "Pharmacographia," by Flückiger & Hanbury (Macmillan & Co., New York).

Composition of Match Heads.—A. F.—The tipping compound for matches is of varying composition, but all consist essentially of some compound of phosphorus and potassium chlorate. When the chlorate and phosphorus are applied on separate surfaces—the chlorate to the ends of the tips and the phosphorus to the scratching surface—we have the well-known safety match. The phosphorus used is that variety known as amorphous, which is innocuous, as compared with the dangerous yellow variety. The following is a recent formula for an igniting paste to be applied to matches intended for igniting when scratched against any rough surface.

Soaked glue (1 to 5 of water).....37.5
Powdered glass 7.5
Whiting 7.5
Amorphous phosphorus10.0
Paraffin wax 4.0
Potassium chlorate27.0
Sugar or lampblack 7.0

The above proportions yield a composition which inflames readily when rubbed against a rough surface.

Liver Pills.—J. J. C.—One of the most satisfactory pills belonging to the general class of liver and antibilious pills is made as follows:

Extract nux vomica¼ gr.
Resin of podophyllum¼ gr.
Capsicum¼ gr.
Compound extract of colocynth. 1 gr.
Aloes¼ gr.

Mix; make one pill.

If it is desired to employ the active principles and make a smaller pill, the following formula should be followed:

Aloin10 grs.
Jalap10 grs.
Extract of hyoscyamus..... 5 grs.
Extract of nux vomica..... 5 grs.
Oleoresin of capsicum..... 5 grs.
Podophyllum20 grs.

Mix; make 100 pills.

Elixir Six Bromides.—J. S. D.—The formula referred to contains iron bromide as one of the ingredients, and has the following composition:

Potassium bromide640 grs.
Sodium bromide640 grs.
Ammonium bromide384 grs.
Calcium bromide192 grs.
Lithium bromide64 grs.
Iron bromide64 grs.
Tinct. of cannabis indica... 1 fl. oz.
Simple elixir, enough to make 16 fl. ozs.

Mix.

The above elixir does not present a very elegant appearance owing to the separation of the resin of cannabis indica which takes place. The iron bromide is a disturbing factor, too, being a very unstable salt, and a brown precipitate quickly deposits. This elixir is used a

good deal in the treatment of melancholia, in which the cannabis indica is often of great service; but for general purposes both the cannabis indica and the iron bromide could be omitted, and a more elegant appearing solution thus obtained.

The Red Color Produced on Mixing Sodium Salicylate and Spt. Ether Nit.—P. I. N.—The nature of the substance which is produced on mixing spirit of nitrous ether with a solution of sodium salicylate has never been definitely determined. The change is due to the formation of a nitro-substitution product from the action of the nitrous acid upon the salicylic acid.

Mocking Bird Food.—J. C. S.—The mocking bird is the most troublesome of all songsters to feed, as it requires considerable quantities of animal food, which generally takes the form of the larvæ of ants, considerable quantities of Russian "ant eggs" being imported for that purpose. If the prepared food is entirely devoid of animal food, this want would have to be supplied by feeding mixtures of the yolk of hard-boiled egg and sweet potatoes, with occasional supplies of earth worms. In default of the latter, finely chopped ox-heart may be used, which latter, we may remark, is a constituent of many of the more widely advertised foods. The following are favorite formulas:

I.

Ox-heart2 ozs.
Toasted bread4 ozs.
Maw seed2 ozs.
Hemp seed6 ozs.

Boil the ox-heart well in water, cut small and place it in a pan in an oven where it must be allowed to become perfectly dry and crisp. All the ingredients must then be mixed and reduced to coarse powder.

II.

Corn meal2 ozs.
Pea meal2 ozs.
Moss meal1 oz.

Mix; add a little melted lard, but not sufficient to make the mixture too greasy and sweeten with molasses. Fry in frying pan for half an hour, stirring constantly and taking care not to let it burn. Keep in a covered jar.

III.

Broken crackers8 ozs.
Corn9 ozs.
Rice2 ozs.
Hemp seed1 oz.
Capsicum10 grs.

Mix and reduce to coarse powder.

IV.

Hemp seed6 ozs.
Rape seed8 ozs.
Crackers8 ozs.
Rice, unshelled2 ozs.
Corn meal2 ozs.
Capsicum2 ozs.
Lard oil2 ozs.

Mix the solid ingredients, grind to coarse powder, and then incorporate the oils.

Complexion Cream.—C. L. Van K.—The preparation inquired about belongs to the large class of non-greasy complexion creams, of which quince mucilage forms the basis, and the following is a type:

Quince seed240 grs.
Borax1 dr.
Hot water12 ozs.
Glycerin3 fl. ozs.
Cologne3 fl. ozs.

Crush the quince seed and macerate with the hot water for one hour, stirring frequently, then strain through muslin, without pressure, add the glycerin and borax, and then add the translucent solution to the cologne, slowly shaking them well together. One ounce of bulk per-

fume and one ounce of alcohol may be used instead of the eau de cologne.

A formula having some resemblance to this, but acid in its reaction, and having perhaps more whitening properties, was given in the preceding number, which see.

Tasteless Quinine.—V.—The preparation of tasteless quinine is covered by a U. S. patent. The process is a difficult one and consists practically of the incorporation of the quinine with colophony resin and drying and powdering the product. Quinidine is frequently used where the bitter taste of quinine is objected to.

Formulas for tasteless syrups of quinine are numerous. Yerba santa is, of course, the most popular covering for quinine, and next to this comes the aromatic syrup of licorice. When properly prepared, the syrup of yerba santa answers the purpose admirably, but the incorporation of the quinine with the syrup requires skilled manipulation. To merely add the quinine to the syrup and shake the mixture will not give satisfactory results. The quinine should be rubbed up in a mortar with small portions of syrup added little by little. In this way, the complete separation of the resin of the yerba santa, which occurs when the mixture is merely stirred together and which presents so unsightly a compound, is avoided.

Licorice is preferred by many, and the following formula for an aromatic syrup of licorice finds considerable favor:

	Grams.
Cinnamon (Ceylon)	20
Ginger (Cochin)	12
Cloves	8
Nutmeg	8
Extract licorice, purified.....	50
Sugar	750
Alcohol,	
Water, of each	q. s.

Reduce the cinnamon, ginger, cloves and nutmeg to a No. 40 powder, moisten with 15 Cc of alcohol, macerate for 24 hours in a covered vessel, then pack into a cylindrical percolator and gradually pour alcohol upon it until 100 Cc of percolate is obtained; mix this with the sugar in a mortar and set aside in a moderately warm place until the alcohol has evaporated. Add water until 500 Cc of percolate is obtained; dissolve the extract of licorice in the percolate with the aid of gentle heat, add the aromatized sugar, let the whole come to a boil, strain and add enough water through the strainer to make 1000 Cc.

Quinine may be added to this in any proportion desired.

Correspondence.

Promotion for the Pharmacist.

To the Editor:

Sir: I wish to call your attention to the fact that the Supervising Surgeon General, Dr. Walter Wyman, of the Marine Hospital Service, has made two new positions in that service—that of pharmacist and assistant pharmacist—at the Medical Purveying Depot in New York City, with a compensation of \$1,800 and \$1,400 per annum, respectively. We have been making steady progress ever since our campaign for the advancement of the status of pharmacists in the service of our Government has been inaugurated.

I had a considerable interview with Dr. Wyman in Washington during the

latter part of September, and I trust that my presentation of the case enabled him to see more clearly the fuller recognition to which the pharmacists were entitled.

I believe you first called our attention to the Medical Purveying Depots being in charge of medical officers with commissions, and you know what an active fight we have made to secure pharmacists for these places. The above is the result of some of these efforts. The general conditions in the Navy and Marine Hospital Service have greatly improved. You remember when we began the naval apothecary ranked just above the cook. To such splendid workers as yourself pharmacy is indebted for the success which has been achieved. You were among the first to uphold our hands in an effort for an organized fight for better recognition for pharmacists in the service of our Government, and I know that you will be quite pleased to hear of the present recognition of pharmacists by the Marine Hospital Service. Respectfully yours,

GEORGE F. PAYNE.
Atlanta, Ga., Dec. 16.

A Shining Example for Associations.

To the Editor:

Sir: As a matter of information for the benefit of your advertising patrons, I would ask you kindly to give prominent space in your columns to the following:

At the forty-seventh annual meeting of the American Pharmaceutical Association, held at Put-in-Bay, O., Sept. 4-12, 1899, the council resolved that no advertisements be solicited or accepted for any of the publications or programmes issued by or in the name of the association and the general secretary was instructed to inform annually the local secretary and the pharmaceutical press of this resolution. Yours very truly,

CHAS. CASPARI, JR.,
General Secretary.

Baltimore, Dec. 19, 1899.

Mr. Hynson Did Not Indorse the Plan.

To the Editor:

Sir:—I will consider it a personal favor if you will announce to the retail druggists of the country, especially to my friends among them and my fellow small dealers, that I had absolutely nothing to do with the indorsement of the Ayer "plan" for marketing their 25c. Pectoral. As I was not consulted regarding the matter and because it was not put to a vote of the executive committee of the N. A. R. D., I feel at perfect liberty to make this statement. Very truly,

HY. P. HYNSON.

Baltimore, Dec. 2, 1899.

Must Have It to Run Business.

Find enclosed check of one dollar and fifty cents for the AMERICAN DRUGGIST for 1900. Must have it to run business.

E. P. MANVILLE.

Whitehall, N. Y.

The American Druggist All Right.

The AMERICAN DRUGGIST is all right as a drug journal and so long as its up-to-date methods are continued I hope to be a subscriber to it.

FRANK O. RANDALL.

Brockton, Mass.

Mercuriol in the Treatment of Gonorrhoea.

Prof. Ramon Guiteras, at one of his recent clinics at the New York Post-Graduate Hospital, traced the history of the treatment of venereal diseases, and showed that at the present time medical men were nearer to treating them in a conservative way, and yet in such a way as to produce rapid cures, than at any previous time. It was not until twenty years ago that Neisser made his discovery of the gonococcus, and since then rapid progress has been made in the use of remedies for its treatment. Balsamic and other similar products were still largely used, but it was becoming more and more the custom to regard them simply as adjuncts—as preparatory treatment for something to come—and to rely more on irrigations. Many preparations have been used for the latter purpose. The value of nitrate of silver had long been recognized, and certain proteids of silver advocated, from which undoubtedly good results have been obtained. Bichloride of mercury was also highly esteemed. Now, said Dr. Guiteras, a new preparation has been placed on the market known as Mercuriol, and consisting of nucleol and a freshly precipitated oxide of mercury, which is claimed to be a more powerful germicide than any of the other preparations, and has this great advantage, that it had no irritating effect, its action on the mucous membrane being purely physiological and not chemical, whilst on the other hand the presence of the nucleol in the compound makes it possible to use mercury in larger quantities than was otherwise possible. Prof. Guiteras is conducting experiments with the remedy on a series of cases at his clinics, besides using it in his private practice, and he intimated his intention of giving the benefit of his experience to the profession as soon as he has the requisite data on which to base general conclusions.

Canceling Tobacco Stamps.

Most druggists fail to appreciate the fact that when dealers buy or sell tobacco as cigars or otherwise for resale in any manner other than in the full package as put up, stamped, branded and marked by the manufacturers, such sale or purchase is a violation of the law, and lays the druggist liable to a penalty of not more than \$1,000 fine and imprisonment of not more than two years.

The law also provides explicitly that the retail dealer only can break or sell from a broken box, and that he cannot make sales except in full boxes when the cigars are bought from him to be sold again. This latter clause is one which is quite frequently violated by the druggists in the country districts, and it is well for our readers to be aware of the fact that in making such sales they are violating the internal revenue laws. The same regulation applies to tobacco and snuff.

Another most important regulation, which is frequently violated through thoughtlessness or through ignorance of the law is that requiring that the dealer destroy the stamp as soon as he has emptied the package of the contents, whether the contents be tobacco, cigars or cigarettes. Our readers would do well to bear in mind these provisions of the law as a compliance with them may save them much annoyance at the hands of the revenue officers.

Advertising Ideas.

Under this heading we shall conduct a practical discussion of store methods and advertising for retail druggists. The Department Editor will be pleased to criticize advertisements, suggest improvements and answer all questions coming within the scope of this department, provided they are accompanied by the name and address of the writer.

ULYSSES G. MANNING,

DEPARTMENT EDITOR.

Prize Advertisement.

The American Druggist offers a prize of books to the value of \$2, each issue, for the best retail druggist's advertisement. The prize is this time awarded to Wm. C. Alpers, New York city.

Honorable Mention.

John R. Thompson, Allegheny, Pa.
Richard H. Lackey, Philadelphia, Pa.
H. F. Ruhl, Manheim, Pa.

CRITICISM AND COMMENT.

An Admirable Booklet.

A booklet recently used to advertise the opening of Mr. W. C. Alpers' new pharmacy, is awarded the prize for this issue. It is an admirable piece of work in every respect. It is written in the dignified style that befits the business it represents, and, typographically, it is beyond criticism.

It consists of sixteen pages of white coated paper, and a cover of green "Defender" stock. Mr. Alpers evidently determined to get out something first-class, and he has succeeded. This kind of a booklet will pay where a less expensive one will not.

Good Ads and Methods.

Editor Advertising Ideas:

I enclose several ads for criticism and for entry in the contest. We are giving Styroglycerite (lotion) samples with the ad wrapped about them. We also did the same with the furniture polish, and at the same time we had a display of the polish on top of an old desk, half of which was polished with the polish, and the other half was left as it was to show the contrast.

Manheim, Pa. H. F. RUHL.

Mr. Ruhl has many of his newspaper ads run on slips before the forms are torn down, and uses these slips for placing in packages that leave the store, or sends them out with samples of the goods advertised. This is a very good plan to follow and is now being used by many druggists. The expense of typesetting is saved so that these slips cost but a trifle, and they can always be used to advantage. The matter in one of Mr. Ruhl's ads is reprinted here. This is a good example of newsy advertising. This is pure news and probably just as interesting to readers of the paper as much of the matter appearing in the news columns. The heading of this ad is a trifle topheavy. "Writing paper at less than wholesale price" would have done as well. An ad on "Turnip seed at one-fourth usual prices" contains some good argument on

the advantage of buying seed in bulk, of which the following is a sample:

The seedsman has to pay for filling, counting and handling small packages. An employe can put up a pound almost as quickly as a quarter ounce; but a pound put up in quarter ounces means 64 packages.

Of the other ads sent the one on Styroglycerite is the best. A preparation with a name like that is burdened somewhat. People will hesitate on the pronunciation, and will sometimes hesitate

Writing Paper for Less at Retail Than Present Wholesale Prices.

A traveling salesman showed us a box of "Real Irish Linen" paper. We asked his wholesale price. It was 18 cents.

We handed him a box of our "Real Irish Linen" and compared it with his. The labels and the color of the boxes were exactly alike. He granted that our paper was like his but thought that possibly his was a trifle heavier in weight. Upon weighing both, ours was found to be the heavier. The retail price of ours is 17 cents. Here were the two papers, ours the heavier and yet our retail price less than his wholesale price.

The above occurrence substantiates the claim that our prices for stationery during August were from a fourth to a third less than usual. Such goods as are left over from the August sale will be sold at the August prices. After these are sold prices must advance.

RUHL'S DRUG STORE.

to ask for it on that account. Mr. Ruhl has divided the word to help over the trouble, but the best help would be to christen it.

All Good.

Editor Advertising Ideas:

I enclose a small batch of ads for the competition. I have fancied that I saw improvement in my work in this line, and am frank to say that your department is responsible for it.

RICHARD H. LACKEY.

Philadelphia, Pa.

Mr. Lackey's ads are all good. A soap ad that originally occupied four inches, double column, is reproduced in smaller space. This is a fair example of the rest. This ad shows tact in writing, and this, with the information given, should sell soap.

Soaps for the Toilet.

You have used Colgate's Extract of Caprice, you know what a sweet odor it has. The makers have just put out a Toilet Soap perfumed with the same odor. They call it Caprice Soap. It is hard to explain why the price is 9 cents when Cashmere Bouquet Soap sells for 23

cents. We don't try to explain it, simply state the price, that will sell it. Gerosa Soap is also new, same style as Caprice, same price, 9 cents. Vioris Soap, the sweetest violet soap on the market, 5 cents and 15 cents. Glycerine, Oatmeal, Cold Cream, White Clematis, Tar and a full line of Colgate's goods at lowest prices. Richard H. Lackey, Lehigh Avenue and Fifth Street. Have your prescriptions filled there.

The Thompsonian.

John R. Thompson, Allegheny, Pa., sends a recent copy of the "Thompsonian," his monthly publication. It is fully up to previous issues, and some extracts from it may be given later.

Mr. Thompson's wide-open invitation greets you in every issue of this paper. It has been quoted before, but is worth quoting again.

We sell postage stamps.
We have a directory.
We have a public telephone.
We have plenty of room for you to wait for a car.
These conveniences are at the disposal of the public. We want you to use them.

Mixed Merit.

Editor Advertising Ideas:

I have been an interested reader of your department for a long time, but have never before submitted anything for you to comment upon. I enclose three ads taken at random, and would be pleased to receive any suggestions you may have to offer for improvement.

I change my ads weekly and supplement them with window displays. This week my "little sucker" ad is helped along by a window filled with nursery goods and the sign "Give the little suckers a chance," to catch the eye.

Felham, N. Y.

S. T. LYMAN.

The merits of the three ads sent vary greatly. The best one is headed "A Leading Question." Stationery is the subject and it talks business throughout except in the heading. It tells why the stationery can be sold cheap, and clinches the argument with a list of prices. The heading was used to connect the ad with a cut of an animated interrogation mark. There is no need of attempting to adapt one's ads to a stock cut, though in this instance the heading might have been "A Paper Question," "How About Stationery?" or something of that kind. The connection between the cut of a dandy and a "dandy" cough medicine is too slight to attempt to play on the words. It really weakens the ad, because the interest of the reader is diverted from the subject by the verbal gymnastics. The use of "Nota Bene" in this ad is open to criticism also. It will mean nothing to nine-tenths of the readers, and to the others it may seem like an affectation.

Go straight at people, talk to them just as you would in the store. Dwell on the merits of your goods, and when possible give prices. Let your heading fit the subject of your ad, and have only one heavy display line. If these points are heeded you can't go far amiss. All of your ads would be more prominent if surrounded by a border.

Chance for Economy.

Edward Lehman, Memphis, Tenn., submits an ad on his lotion. The only criticism is that more space than necessary is used if the advertiser cares to economize. This ad of less than one hundred words occupied fifteen inches in a paper which charges high rates. The ad could have been made equally prominent in half the space.

The Prize Advertisement

We present below the matter contained in the pamphlet of Wm. C. Alpers, of New York City, to which was awarded the prize for this issue.

THE ALPERS PHARMACY



45 AND 47 WEST THIRTY-FIRST STREET, ONE DOOR EAST OF BROADWAY, NEW YORK

Title page of prize-winning booklet.

The matter is presented without any attempt to reproduce the typographical appearance. In the original the side heads were printed on the wide margins and were not intruded, as here shown, into the text.

The opening of a new drug store is, as a rule, not an event of any import, and deserves no particular notice. If, therefore, we beg to call your attention to our pharmacy, there must exist valid reasons for so doing, without fear of encroaching on your time.

To make this clear at once, let us state that our pharmacy is not the glittering variety shop, commonly called a *Professional Work* drug store, but a scientific establishment devoted solely to professional work.

For this reason we have discarded many of those commercial articles which otherwise are expected to be found in a drug store. We sell neither soda-water, nor show you a tempting display of candy and other delicacies; we have no cigar counter, no stationery tables, and no assortments of knick-knacks and fancy goods. The time, attention, space and capital usually devoted to handling, exhibiting and selling such goods is by us applied to the professional work before mentioned, the compounding of prescriptions being first in line among this class of service.

In place of the non-pharmaceutical wares thus excluded by us, we deal exclusively in all such goods, appliances and *Professional Goods* apparatus as are intended for the relief and comfort of the sick, the convalescent or the invalid. Whatever science and invention has devised in this line is found in our pharmacy, as medicine glasses, feeding cups, rubber goods of all descriptions, bandages, gauzes and plasters, ther-

mometers for the bath, atmosphere and fever; atomizers, sprays, electric batteries, sick room lamps and stoves, sterilizers, sponges of all sizes and kinds, and numerous other requisites for the nursery and sick room.

In the selection of our chemicals as well as our sundries, we exercise the utmost care to buy not what is cheapest, but what is best; and to high quality and purity we sacrifice every other consideration. We, therefore, carry a full line of Merck's chemicals—a brand which is the recognized standard of quality and purity. Our pharmaceutical preparations come primarily from E. R. Squibb & Sons, the renowned manufacturers of galenicals of the highest grade; we also keep the complete lines of the preparations of such high-class firms as Parke, Davis & Company, John Wyeth & Brother, Schieffelin & Company, Sharp & Dohme, and others of equal grade.

The necessity of exercising the greatest care in the purchase of drugs and chemicals is but rarely recognized by the general public. A mother will spend many hours in the wearisome search of the most suitable clothes for her children; a father will devote time and labor to provide the best class of the regular necessities for his family; when, however, it comes to medicine, the handiest and cheapest thing to be obtained is often considered good enough. The difficulty of distinguishing between the good and bad in chemicals may, to some extent, explain this neglect of proper care; but is not this very fact an additional reason why the selection of remedies, on which health and happiness depend, should be exercised with the utmost caution and deliberation? It is, therefore, not merely advisable, but imperative, to patronize only such pharmacists as examine, test and analyze their own goods and preparations, and who deal with importing and manufacturing firms of the highest repute, even if their prices are a trifle higher than those of others. Nowhere is quality of greater importance than in this field; for nowhere is there greater danger from impurity and cheapness than in medicines and chemicals. But while our stock of goods of highest standard of quality and merit is one of the notable features of our pharmacy, the most important is the *Professional Work* professional work that we perform.

We believe that the preparation of tinctures and extracts, on whose purity the physician's success depends, is too important a matter to allow it to be interfered with by the drawing of a glass of soda-water; we believe that the compounding of a prescription, *Platform as* that may be the agent of life or *Pharmacists* death, is too serious an act to be stopped or interrupted for sale of cigars or perfumery; we believe that the vocation of relieving the sick is so noble and responsible a trust as to require a man's whole time, mind and attention. Nor do we think that a pharmacist who desires to stand in the foremost rank of his profession can believe or act otherwise.

No branches of human knowledge have made such enormous progress during the last few decades as medicine and chemistry, and to remain conversant with all their new discoveries and compounds, requires earnest and continuous study. Ignorance of the properties and actions of the numerous new synthetic remedies that now enter into the majority of prescriptions, must be felt by the conscientious pharmacist to be a betrayal of the trust that his patrons place in him. Nor is this all.

Science has taught us that many diseases are propagated by germs and bacteria, for whose detection and consequent extermination the microscope has become an indispensable instrument. It is the province of the pharmacist to acquaint and perfect himself also as to this branch of knowledge.

These are only a few indications of the wide field of study and usefulness that the pharmacist is required to cultivate, if he has the ambition of being a true representative of his profession and of serving his *Faithfulness* medical friends, as well as the public, ably and faithfully. It is beyond the scope of this announcement to enter into details; but we will be pleased to send you, from time to time, a small booklet, delineating at greater length our aims and dwelling more extensively on each branch of pharmaceutical science as practiced and exemplified in our establishment. Let us merely repeat now that our chief work is the compounding of prescriptions.

Only the most competent assistants—full graduates of colleges of pharmacy—are employed; and no effort is spared to maintain the highest standard of exactness in this work, combined with the greatest practicable promptness of service. Our safety system of multiple checking of each component part of each prescription, as well as an ingenious way of filing the latter for secure and prompt reference, will be gladly shown and explained to our visitors.

Besides this, we are fully equipped for all kinds of chemical research and examinations, and prepared to execute any order for analytical work that may be demanded by physicians or private parties; as for instance, analyses of water, liquors, oils, sputum, blood, articles of food, drugs, etc. It is these classes of work, namely, the compounding of rare and difficult prescriptions, and the examination and analysis of the most varied articles, that for more than twenty-five years we have performed and supervised, particularly during the last three years, in our character of manager of the late Marck Pharmacy, on University Place and Eighth Street, and in which we can justly claim to possess high proficiency.

Located as we are now, at Forty-five and Forty-seven West Thirty-first Street, one door East of Broadway, and two blocks from the Thirty-third Street station of the Sixth Avenue elevated road, our pharmacy is easily accessible from all parts of the city. But distance should be no hindrance in patronizing us, for all orders by mail, telephone or telegraph will promptly be executed, and goods delivered by our special system of private messengers.

We therefore invite you cordially to visit our pharmacy, where we will welcome you and show you our facilities, whether you need our services or not; and we confidently expect to be in a position to convince you of the high character of our aims and the sincerity of our purpose. Respectfully,

WILLIAM C. ALPERS, Sc. D.

A general participation on the part of both proprietors and clerks in our Prize Essay Competition is invited. A prize of \$5 is awarded with every issue of the AMERICAN DRUGGIST for the best essay submitted.

Send rough sketches of that labor-saving contrivance which you have invented to the Prize Essay Department. We will make a finished drawing free of charge and award a prize of \$5 if the sketch and description are worthy of it.

PROPRIETARY DEPARTMENT.

Conducted by Richard Quincy Munn.



MAHLON N. KLINE,

Of Smith, Kline & French Co., Philadelphia, proprietors of Eskay's Albumenized Food; former President National Wholesale Druggists' Association.

Like many of the most successful business men of the cities, Mahlon N. Kline was a country lad, having been born near Hamburg, Pa., on the 6th day of February, 1845, of "Pennsylvania Dutch" ancestry. His boyhood was that of the ordinary small farmer's son, being filled with farm work in the summer and school in the winter, save that he spent some three summers at a special summer school in Hamburg, two and a half miles away, walking to and from school every day. A distant relative inviting him to make his home in Philadelphia, he did so in order to take advantage of the educational facilities of that city, and spent three years there most profitably.

Returning to Hamburg in 1863, he began to teach school, which occupation he gave up to take a position as clerk in a country store at the munificent wage of \$1.50 a week and board. After a year's experience he realized the necessity of further special training and gave up his position to take up a course in the business college located at Poughkeepsie.

On Feb. 15, 1865, he first entered the drug business as a bookkeeper for the wholesale firm of Smith & Shoemaker, Philadelphia. He studied the business thoroughly and soon left his books for the road, building up a very large clientele for his firm, and in 1868 he was given an interest in the business. Two years later Mr. Shoemaker retiring, the firm name was changed to Smith, Kline & Co., and in 1888 the firm was incorporated under the title of the Smith & Kline Co. After the liquidation of the business of French, Richards & Co., in 1890, Harry B. French became a member of the corporation, and its name was changed to the Smith, Kline & French Co. The business of this firm has grown rapidly in many directions, as is to be expected from the energy, enterprise and sagacity of its members. Mr. Kline joined the National Wholesale Druggists' Association in 1882, and was elected president of that organization in 1885 and for ten years acted as chairman of the Proprietary Committee, in which position he came to be very widely and favorably known among the proprietary medicine manufacturers. He is a trustee of the Philadelphia College of Pharmacy, and is most active in local affairs, both civic and philanthropic. He is a man of fine presence, attractive manner and in a debate a ready and convincing speaker. Probably no other wholesale druggist in the United States is so widely and favorably known in person to the trade both wholesale and retail as is Mr. Kline. Eskay's Albumenized Food, owned by the Smith, Kline & French Co., is one of Mr. Kline's special hobbies.

NEWS AND COMMENT.

"A Friendly, Reciprocal Arrangement."

Copies of the following letter have been received by a number of proprietary manufacturers:

"We take pleasure in announcing to you on behalf of our fellow members and ourselves that on January 1 the houses with which you have had such pleasant connections during the past, Messrs. Geo. C. Goodwin & Co., Cutler Bros. & Co., and West & Jenney, will consolidate, the business to be carried on by a new corporation, the Eastern Drug Company,

organized under the laws of Massachusetts with a cash capital of \$400,000. The management and ownership of the new drug company will be in the hands exclusively of former members of the above firms. It will be apparent that the large trade carried on by the houses will enable them to make large purchases, and the economies to be practiced will place them in a position where they will be ready to offer greater inducements to the retail trade than heretofore, hence largely increasing their business.

"The *Boston Drug Market* will be published by this corporation as its official organ. Its reliable price lists, which have

become the standard of reference among the entire drug trade of New England, will be largely increased, while new features will be introduced, making it a most valuable monthly compendium.

"It is the intention of the Eastern Drug Company, in the January issue of the *Boston Drug Market*, to make its announcement to the trade of New England. This edition will be highly embellished, containing portraits of the members of the co-operating firms, pictures of the various establishments, and also of former partners. A historical description of each firm will be given which will be highly interesting, since two of them are among the oldest wholesale druggists in New England.

"After careful consideration we have decided to ask our friends to join us in this souvenir announcement. We have reserved a number of pages which can be used by the trade to announce the merit of their manufactures. The price of these pages in the January edition will be \$100 each; \$60 for half page, and \$40 for quarter page. We trust that you will take space with us as above and in addition, should you favor us, you can forward us an article on your products to occupy a corresponding space which you have taken, in the reading matter, and if you desire, using electrotypes furnished by you to illustrate the same.

"In this connection we do not wish our friends to look upon this proposition as solely the solicitation of an advertisement, but rather as a friendly, reciprocal arrangement to introduce our new concern along with its friends to the trade. The pleasant and profitable business relations held by us with you we hope to continue, and in joining with us you become sharers in our success. It must be apparent to you that in the consolidation we must become large buyers and the clientage which we control is worthy of your serious consideration.

"As our time is very short we must respectfully ask for an immediate acceptance or declination of our proposition, also that copy be sent us as soon as possible. Kindly address all replies to West & Jenney.

"Trusting that we shall be favored with your kind acceptance and co-operation, we beg to remain, yours very truly, Geo. C. Goodwin & Co., Cutler Bros. & Co., West & Jenney.

"Boston, Mass., Dec. 6, 1899."



As a "friendly, reciprocal arrangement" this is certainly a peach. I do not remember when I have seen anything so attractive. "It must be apparent to you that in the consolidation we must become large buyers." Why certainly! One of the houses to whom this precious "arrangement" was proposed, tells me that if they took a page advertisement in this number of the *Boston Drug Market* it would represent a discount of over 8 per cent. on the combined purchases of Goodwin, Cutler and West & Jenney for an entire year. "The pleasant and profitable business relations held by us with you!" I wonder if the chap who got this machine-made letter into shape for publication has a sense of humor. Or is he merely a savage cynic who boldly flings his gibe because he knows nobody is going to hit back? The house-organ evil has long been one of the crying scandals of the drug trade. In some quarters it has been carried on with all the chic and aplomb which characterized the gentle-

men adventurers of the Spanish Main. "Take space, or we buy none of your goods" has been the watchword. But, until the advent of the Eastern Drug Company, not one of these jobbing publishers has had audacity enough to demand a very heavy loot. Just think of it—one hundred dollars for one page! Let us suppose that there are three thousand druggists in the New England States, and that is a liberal figure, and that the *Boston Drug Market* is sent to every one of them, and it means that the poor advertiser is made to pay at the rate of \$33 per thousand of circulation! That is one of the reasons why I think the "friendly reciprocal arrangement" a peach.

High-Priced Advertising.

Nobody in his senses would consider a paper published in the interests of a house, in other words a house organ, as intrinsically worth more than perhaps a tenth of 1 per cent. of the value of a paper published strictly on its own merits. When an advertiser may buy a page in a special edition of any one of several legitimate drug journals at the rate of less than \$2 per thousand of circulation, he is not likely to be attracted by the "friendly reciprocal arrangement," except for reasons which would not be flattering to the self-respect of Messrs. the Eastern Drug Company. The house organ scheme has become so much a matter of course with many jobbing druggists that the full significance of the thing seems to have been forgotten. If anyone will take the trouble to look over the advertising pages of some of these precious publications, he will at once perceive that there are a vast number of concerns present whose names are never seen in the pages of legitimate drug journals. When an agent of one of the legitimates calls upon these people, the explanation is always more or less frankly forthcoming. The jobber who owns the publication has either taken his pay for the space in goods, or money has been reluctantly paid to escape a possible docking of orders. In the former case, the selling price of the goods is apt to be sacrificed by the jobber and the integrity of the advertiser's interests hurt in consequence. In the latter case, the advertiser is paying what he considers a contribution to the exchequer of the jobber. I do not mean for a moment to imply that either case applies to the Eastern Drug Company.

The Jobber and the House Organ.

Two of the members of the Eastern Drug Company are amongst the oldest and most respected members of the New England jobbing trade. The third, while the youngest, has always been known as a wide-awake, pushing and honorable house. The only thing which anyone has had to urge against them has been that they went into this house organ business and tapped everybody right and left, for advertising. It was this house that founded the *Boston Drug Market*, and in course of time made it fat with advertising. They simply adopted a practice which, I believe, began in the West. There was no reason why they should not have done this. From the point of view of many jobbers, it had become a legitimate method of making money. Manufacturers did not have to advertise in it if they did not wish. No threats were used, openly or otherwise. So far as

surface indications went, "Barkis" has been quite "willin'." If Barkis was frightened out of his boots, he did not mention the fact—publicly. The prima facie evidence that he was not truly "willin'" but was actuated by quite other feelings, is shown by the fact that in very many cases he was not an advertiser to the drug trade at all—probably had nothing to say to the trade that would in any way interest them or profit himself. However, that was his own concern, and not likely to be of any particular moment to West & Jenney. As the better element of the jobbing drug trade is frankly opposed to the house organ practice, I should not have been surprised if the Eastern Drug Company had at once abandoned the *Boston Drug Market*. All the world would have commended them if they had.

Who Owns the Retail Drug Trade of New England?

But instead of abandoning it, they have gone into it with more vigor and boldness than was ever before shown. Think of the cool audacity of demanding \$33 per thousand of circulation! It takes one's breath away. If it does nothing else, it shows how strong the Eastern Drug Co. considers its position. There is something godlike and superb about such perfect confidence. It has a cock-of-the-walk air that is magnificent to behold. Manifestly, they think themselves "Wards of the Outer March, Lords of the Lower Seas." Well, it may be that they are. Their attitude may be perfectly justified by the facts. Nevertheless, I question if it is very good policy on their part to be so very frank about it. Such outspoken arrogance is apt to develop resistance. People may begin to cast about to see if it be not possible to do business in the New England States through other channels of distribution. Boston still has Carter, Carter & Meigs, a house that sells no department stores or aggressive cutters, and is in every way trustworthy; also it has Weeks & Potter, a substantial old house doing business along conservative lines. And there are others, in and out of Boston, that are worthy of consideration. The implication in the first paragraph of the company's letter, that the combination is likely to be a heavier buyer as such than its three units were in the aggregate, may not be taken by all as a sufficiently serious argument to warrant the expenditure of \$100 in a single page of the *Boston Drug Market*. It would be more reasonable to expect that the company would do less business, but at better prices—which would not be of any particular interest to prospective advertisers.

Apathy of the Trade.

Every right-thinking man must desire the ultimate success of the N. A. R. D. and respect the decent and modest methods which that organization has followed. They have not set out to reform the world all at once. They have not laid it down that at twelve of the clock, noon, upon a certain day, all manufacturers, jobbers and retailers shall become virtuous—or take the dire consequences. Their argument is not a cudgel. Their ways are not noisy and obstreperous. Persuasion is their active principle. As a result they have the best elements of the three branches in close sympathy with them. In view of these admitted facts, I

am somewhat surprised at what a New Jersey retailer tells me. He says that inasmuch as some of the overhasty had charged that the local society had been made to vote in favor of the N. A. R. D. by something very like a packed meeting, that the society's secretary sent out to every druggist in the State a return postal card inviting votes for or against joining the national body, with the result that less than one-quarter made any reply whatever. Does this mean that only about one-quarter of the retail druggists of New Jersey feel enough interest in the great struggle which is going on to have formed an opinion? It is the men who have either no convictions at all, or wrong convictions, that are responsible for the wretched condition of the trade which has come about. Are they the majority? Sometimes, I fear it must be the case. When Mr. Kline was chairman of the proprietary committee, he at one time sent out return postals to every druggist in the United States, inviting a vote on a plan which was then under consideration. The return vote was so trifling in point of numbers that it was of no value to the committee and left them as much in the dark as before.

The Inside Facts as They Appear From the Outside.

The *Paint, Oil and Drug Review*, of Chicago, has boldly come into the discussion of questions which concern the proprietary medicine interest, and being quite unhampered by any particular knowledge of the subject, provides entertaining reading. An item entitled "The Inside Facts," which appeared in a former issue of this department of the *AMERICAN DRUGGIST*, seems to have been the exciting cause. Our paint and oil friend takes issue on my statement that the bulk of the manufacturers are opposed to the department store and the aggressive cutter. He does not seem to think that statement is within truth—though what on earth he can know of the matter is beyond me. After printing such of the item as he finds indigestible, using italics, asterisks and what not to give point to the trouble he is having, he goes on to say: "The italics are ours, and emphasises statements that the *Review* regards as the very antipodes of the real status." I am not prepared to swear that "italics" is not a plural noun, but as our paint and oil friend seems to think it is, I will concede the point. I must call his attention, however, to the fact that a plural noun is incompatible with a singular verb. Consequently, he should say, the italics are ours and emphasize, etc. I would also invite him to observe that "emphasises" is not the way to spell the word, but this is probably a mere proof-reader's error.

The Work of the Proprietary Committee.

With this slight digression, designed to help my paint and oil friend in all needed ways, I proceed to a consideration of his lucubration. I am afraid some unkind drug man has been stuffing him about the rebate plan. He publishes a list of proprietary medicine manufacturers who find it "decidedly inconvenient to refuse their (the department stores and cutters) checks for rebated goods sold them direct." A little later, he says, "The burden of proof is now on the accused; since the 1899 national conventions the proprietors must establish their innocence, the proprietary committee not being required

to establish their guilt. Will the above-named proprietors please step forward with the required proofs?" This reminds me of some of the delightfully involved remarks which Louis Mann makes in the "Telephone Girl." You do not know what he is driving at, but it evidently is something about which he is terribly in earnest. I give my paint and oil friend credit for sincerity. But he doesn't know what he is talking about. Now let me tell him, for his everlasting behoof and enlightenment, that the proprietary committee of the National Wholesale Druggists' Association does not care a brass farthing about this question. This committee was formed, and exists, to see that the provisions of the rebate plan are properly observed by the members. The president of Tarrant & Co. is a member of this committee. Tarrant & Co.'s rebate contract reads as follows: "For and in consideration of the rebate to be allowed us we hereby agree not to sell, nor shall any of our employees, directly or indirectly, sell any of the preparations named in their (Tarrant's) price list of June 22, 1898, except upon such terms as therein provided. We also agree that we will not sell any imitations or counterfeits of Tarrant & Co.'s goods. This agreement shall be binding upon us in all sales made after this date, and shall apply to all purchases made while said list remains in force."

The Contract With the Retailer.

Tarrant & Co. have another contract form which they use in selling direct to retail druggists, which requires the druggist to agree to a certain minimum retail price which they (Tarrant & Co.) regulate according to conditions existing in any particular locality. They do not supply department stores, and for the sole reason that they are "bitterly opposed" to that trade and consider it destructive of the best interests of legitimate pharmacy. There is no requirement under the rebate plan by which manufacturers are expected to refuse supplies to anyone capable of paying for them. If they choose to supply some and to refuse to supply others, that is entirely their own affair. Therefore, my oil and paint friend must see that he is calling upon the proprietors he has named for a needless expenditure of force in inviting them to "step forward with the required proofs." Proof of what? What on earth is the man talking about? The Centaur Company has recently announced that it would in future refuse all orders except from accredited jobbers. That too, is entirely its own affair. It does so because it objects to the devastating methods of the department stores, I presume, and believes it will be better off without that doubtful connection. If my oil and paint friend purposes entering the drug field permanently, he will do well to read the AMERICAN DRUGGIST. It is bad enough to be in the inevitable physical mess which the paint and oil trade brings about, without being led into a worse intellectual mess by some unscrupulous joker.

Buchan's Carbolic Soap.

We have received the following communication from George H. Thompson, treasurer and manager of the Carbolic Soap Company: It will be observed from this, that one of the most palpable attempts to deceive has been in the use of number one hundred and eleven, Buchan-

an's Carbolic Disinfectant Soap No. 111 is either frankly intended as an imitation of Buchan's Carbolic Disinfectant Soap No. 11, or is the victim of a most unusual coincidence. Mr. Thompson's letter will be read with interest:

Editor Proprietary Department:

Sir: I noticed an article in your issue of November 25 referring to a soap which is being advertised in the "New Orleans Drug Market" called "Buchanan's Carbolic Disinfectant Soap." Our attention has already been called to the existence of such an imitation. We understand that they have printed on the wrapper the number 111. The Carbolic Soap Co. manufactures a soap called Buchan's Carbolic Disinfecting Soap No. 11, and this has been sold in the market for more than thirty years. It is therefore very evident that any other soap that has been put on the market since, under the name of Buchanan's Carbolic Disinfectant Soap No. 111, is an imitation and its author is guilty of a deliberate intention of deceiving the public. The proprietors of Buchan's Carbolic Disinfecting Soap No. 11 will take such action in the matter as the case requires. Yours respectfully,

GEO. H. THOMPSON,
Treasurer Carbolic Soap Co.,
New York.

New York, Dec. 12, 1899.

A Delightful Custom.

The seventh annual round-up of the Mellin's Food Company of North America was held in Boston during the week of December 11 to 16. The first four days were devoted to informal talks by the travelers and to discussing the work of the past year, the condition of business in different parts of the country and questions relating to the scientific side of infant feeding.

Round-up week has become a fixture in the Mellin's Food business. For seven consecutive years one week in December has been given up to reviewing and summing up the year's work. Always a joyful week, it was this year even more pleasant than usual, not only because 1899 has been the most successful year in the history of the business, but also because the business has increased so greatly that Mellin's Food has the largest sale of any infant's food in the world and has before it the brightest of bright futures.

Business and pleasure were combined. The evenings were devoted to recreation, a reception at Oak Rise, Brookline, given by Mr. and Mrs. Doliber to all participants in the week's festivities being a most enjoyable occasion.

The climax of the week's pleasures, an event looked forward to from year's end to year's end by all who take part in the round-up, was the annual banquet given by the executive staff to the travelers and heads of departments, on the evening of Friday, December 15, at the Algonquin Clubhouse. Hosts and guests numbered twenty-seven. Seats were taken at 6 o'clock and merriment and good-fellowship lasted until well into the night. Col. Melvin O. Adams, one of Boston's most prominent lawyers and the legal adviser of the company, was the guest of honor. Speeches were made by nearly all present, and without exception were listened to with attention and interest, each course of the dinner, each word spoken and the cordial and friendly remarks of welcome made by Thomas Doliber, the president of the company, tending to form in the minds of all an anticipation of 1900's round-up and a determination to make the coming year one of unparalleled success.

At Work on the Stamp Tax.

The legislative committee of the Proprietary Association of America has made all preparation to present its petition to

Congress, asking the abolition of the stamp tax on drugs and medicines, and if it refuses the effort will be made to reduce it to 1 per cent. This work is carried on in connection with the N. A. R. D. A letter from George L. Douglass, at Washington, attorney of the latter, states that the executive committee of the N. A. R. D. was in session there on the 18th, and that it was prepared to proceed on those lines.

MINOR NOTES.

The seven automobiles sent out some time ago by Dr. Pierce's World's Dispensary Medical Association are now in certain of the larger cities, all the way from Boston to Chicago and southward, where they will remain for the winter, except that trips will be made into the interior as the weather seems to warrant. They are giving fairly good satisfaction, but are not proof against the terrible roads that they have to encounter. The report now is that three of the seven are awaiting some sort of repairs. This sort of machine is still in its infancy, as the best of them show, but they have the general confidence, for it is believed that they will soon be both much cheaper and stronger built.

Proprietor Hutton, of Veg-e-tone, has appealed from the decision of the court that declared a former employee of his was entitled to an interest in the preparation. Till another decision is rendered there will be no special effort to push the sales, which are reported to be quite good without any effort being made.

The Woodard Medicine Company, proprietor of the Hutch remedy, is just now covering Pittsburg with posters and special advertising devices. No establishment will be set up there, though, as it will all be done from Buffalo.

The Wellcome Club and Institute.

On the occasion of the opening of the Technical Section of the Wellcome Club and Institute, at Dartford, Eng., on December 1, a lecture, entitled "The Wonders of Plant Life" was delivered by E. M. Holmes, F. L. S. It had been hoped that the chair would have been taken by Henry S. Wellcome, the founder of the Institute, but as he was prevented from being present Dr. F. B. Power, director of the Wellcome Chemical Research Laboratories, presided. In a few opening words Dr. Power referred to the very high standing of Mr. Holmes in the scientific world, and the excellent work that the lecturer had done as Curator of the Museum of the Pharmaceutical Society. The lecturer was also congratulated upon the high honor that had recently been paid him by his appointment to the position of president of the British Pharmaceutical Conference.

Mr. Holmes dealt in a masterly way with many fascinating phases of vegetable life. The lecture was illustrated throughout with lantern slides, many of them being of great beauty. Commencing with the simplest forms of vegetable life such as creeping protoplasm, diatoms and bacteria he described their characteristics and appearance under the microscope. Of the diatoms he said the polishing powders for metals known as Tripoli and rottenstone consist chiefly of them. The polishing-slate of Bohemia, and the Turkey stone used for sharpening edged tools, seem to be composed of diatoms which have been consolidated by heat, chiefly of the genus Navicula.

THE NEW LAW FOR NEW YORK.

Editorial Comment.

A bill for the regulation of the retail drug trade has been formulated by several pharmaceutical associations of the State. The bill as it now stands proposes to create a State Board of Pharmacy, empowered to regulate the practice of pharmacy, and the sale of poisons, to regulate the hours of drug clerks' labor (limiting it to not more than 140 hours in two consecutive weeks), to license clerks and to revoke any licenses for cause.—New York Evening Post.

Loose Notions of Legislation.

A bill prepared for the State Pharmaceutical Association gives to that body powers of legislation almost equal to those possessed by the Legislature. As the bill has been widely published and discussed, changes will doubtless be made before introduction. Some legislation may be needed, but very hazy notions seem to prevail as to the limitations of delegated powers. It is now the rule to run to the Legislature to get authority for the regulation of every human activity. The process doesn't change conditions to any great extent, but creates new officers to be paid by the people.—Rochester Democrat-Chronicle.

The Great Objection.

Commenting on the bill formulated by the New York State associations for the general regulation of the retail drug trade, the New York "Sun" says that, in its present shape, the bill should not be allowed to become law. The great objection to the bill lies in the powers which it is proposed to grant to the State Pharmacy Board. The Legislature should be, and undoubtedly is, capable of making all the necessary rules and regulations regarding drugs and druggists in the form of statutes, to apply to all persons in the State alike, and the public interests can never be served by the delegation of the law-making power to bodies which represent a class instead of the people.—Drug Topics.

Flaws in the Proposed Pharmacy Bill.

It was reported that Assemblyman Dr. Nelson H. Henry would introduce into the next Legislature a pharmacy bill drafted by the New York State Pharmaceutical Association, but he has taken occasion to publicly express the opinion that in its present form it could never hope to pass the House. He pointed out that the language of the bill was exceedingly vague, and the powers which it proposed to grant would conflict with those already granted to the Board of Health, and, in other ways, would be inadvisable. While expressing himself as in favor of shorter hours for drug-clerks, he stated that this should be made the subject of a separate bill, and not, as in the pharmacy bill, be made only one paragraph. An iron-bound 8-hours-law was not sufficiently elastic to meet the demands made upon pharmacists, but he thought the plan proposed by him last year, of limiting a drug-clerk's work to 140 hours in each 2 consecutive weeks, would prove more acceptable in practice to both employers and employed.—Philadelphia Medical Journal.

Not Satisfactory to any Section.

The following expression of opinion is by Prof. William C. Anderson, of Brook-

lyn, who is a member of the Committee on Legislation of the New York State Pharmaceutical Association:

"* * * It is an exceedingly difficult matter to frame a bill which will be satisfactory to all sections, perhaps an impossibility, but this bill, I think, is not entirely satisfactory to any section. It might be argued against the bill that a board subdivided for work in the different sections of the State would be materially no advantage over the present condition of three separate boards for the same sections. In most of its other features the bill does not differ radically from the existing law, and it seems to me there is little use in making new laws unless they are to be improvements over the old. As it stands the bill certainly will raise a great deal of opposition among druggists themselves, and I believe the opposition encountered in the Legislature will probably be so strong that it will fail to pass."

VIEWS OF OUR READERS.

A Fruitful Nut to Crack.

To the Editor:

Sir:—The proposed pharmacy law for New York State, as printed in November 25 number of your journal is a new departure, and should receive editorial attention. Recognition of the walking delegate seems to be opposed, in so far as the regulation of hours is attempted by law; next is the distinction between pharmacist and druggist. Indeed, a fruitful nut to crack for the editorial chair. W. B.

No Citizenship Requirement.

To the Editor:

Sir: As a pharmacist I desire to protest most emphatically against paragraph 4, section 190, article 11 of the proposed new pharmacy law, whereby the five members of the Board of Pharmacy from the Eastern section are to be nominated by the Manhattan Pharmaceutical Association, the Kings County Pharmaceutical Society and the New York German Apothecaries' Society. The election of the members from the Western section, while held under the auspices of the Erie County Association, is to be made by all the pharmacists and druggists residing in the section, thus giving all a representation. In the middle section of the State, however, no pharmacist may vote who is not a member of the State Association, while in the Eastern section one must be a member of one of the three organizations named in the bill in order to have a vote, and under the bill as printed there is nothing to prevent any person who is a member of all three organizations from casting three separate votes.

In none of these organizations are the members required to be citizens of the United States, so far as I am aware, and the name of one, the German American Apothecaries' Society, rather implies a preference for members who are not citizens, or at least not natives of the United States.

The mere fact that it is the German and not the Italian society which happen to have special representation is wholly immaterial. The matter of nationality or language, or membership in any organization whether State or local should have no place whatever in the matter. The board is presumably an American institution and should be composed of American citizens elected by American citi-

zens. Since the Spanish war united all sections of the United States, we should be careful to do nothing that would tend to set up sectional or racial differences, and this would be the tendency of the law if enacted in the present shape.

PHARMACIST.

Legislation Run Mad.

To the Editor:

Sir:—The pharmacy law proposed for enactment in the State of New York, as printed in the November 25th number of the AMERICAN DRUGGIST strikes me as a good illustration of legislation run mad. A complicated affair like the bill proposed would have no other effect than to lessen the professional standing of the pharmacist in the eyes of the public. The re-registration feature is particularly objectionable. It is a proposition which has caused trouble in other parts of the country and is being strenuously fought against at present in the State of Illinois. The infliction of such a collection of restrictions, fines, orders and what not as contemplated in the proposed bill is too preposterous for consideration. Surely the thing is not taken seriously. The thing uppermost in the minds of its framers, as seemingly of most importance, is the increasing of taxes on a profession which is already fettered with the chains of overtaxation. All that remains now to be taxed is the fresh air that comes in over the fan-light.

ARTHUR J. REEDER.

New York, Dec. 12.

Anti-Department Store Law Void.

Chicago, Dec. 18.—A special dispatch from Springfield says that the Illinois Supreme Court to-day held void the anti-department store ordinance of Chicago. The court sustained the judgment of the Criminal Court of Cook County in appeal from a Chicago justice of the peace, who imposed fines of \$25 and costs on Charles Netcher, proprietor of the Boston store, for selling certain kinds of merchandise where certain other kinds of merchandise were sold.

The court declares the ordinances are "an attempted interference by the city with rights guaranteed to the defendant by the Constitution of the United States and of the State of Illinois."

The court says: "When an owner is deprived of the right to expose for sale and sell his property he is deprived of property, within the meaning of the Constitution, by taking away one of the incidents of ownership."

It is declared to be plain that the ordinance is a "mere attempt to deny a property right to a particular class in the community where all other members of the community are left to enjoy it. It is immaterial whether such a denial is in a statute or in an ordinance passed by virtue of a statute. It is equally invalid in either case."

"The Northwestern Druggist."

Welcome to "The Northwestern Druggist," which is the latest addition to the family of drug journals. It is published from Minneapolis, Minn., by the Chapin Publishing Company, and will concern itself with the drug doings of the twin cities, and the State of Minnesota generally. Its publishers state it is no "house organ," and has no string of any kind attached, so we bid it welcome, and wish it abundant success.

THE AYER PLAN.

The N. A. R. D. and the Ayer Case.

Mr. Holliday Interviewed.

Under the heading of "A Good Big Margin," the J. C. Ayer Company, of Lowell, have issued a circular to the retail drug trade proposing a special discount on Ayer's Cherry Pectoral, in the following terms:

The price of Ayer's Cherry Pectoral 25-cent size is \$2.40 a dozen, purposely put there to avoid a wide margin of profit to the cutters and with the belief that with it we have a plan which will work no hardship to the honest retailer who is trying to make a fair profit on the goods he sells. On all orders from retailers, who will sign the coupon below agreeing to give a week's window display of Cherry Pectoral at any time between now and March 1st next (druggists will be honest in this matter), and who agree neither to cut the price below 25 cents nor to substitute any other article when Cherry Pectoral is called for, we will allow 10 per cent. discount for the window display and 5 per cent. extra if a half-gross lot is bought. This brings the price of 25-cent Pectoral down to \$2.05 a dozen, about 17 cents a bottle, and the profit is 46 per cent.

"Note well this discount is sent at once to you by check from the Ayer Company. In this way we mean to protect the retailer against the cutter. No good way has ever as yet been devised, either by the N. A. R. D. or the N. W. D. A., to keep jobbing discounts from being divided with cutters, but we are going to try this plan of protecting the retail druggist by giving him this extra per cent. direct, and we shall refuse discounts on orders which emanate from aggressive cutters."

Accompanying this circular is a reprint of a letter from F. E. Holliday, chairman of the Executive Committee of the N. A. R. D., reading as follows:

"Gentlemen:—The plan you propose, as a result of the suggestion of the writer and other members of the Executive Committee of the N. A. R. D., should meet with the approval of every retail druggist. It not only brings the price of your Pectoral to where there is a fair margin of profit to the retailer, but we believe it is worth trying as a means of preventing the cutting which is just now the bane of the retail trade.

"The clause in your circular relating to the division of discounts by jobbers is very much to the point. No honest jobber will be offended, and those who are not must take the consequences. The only suggestion that I could make in regard to this circular is that you strongly emphasize the fact that any retailer found violating this agreement would not receive a special discount on future orders.

"We wish your plan all success, and hope that you will have the hearty co-operation of retail druggists everywhere. Yours very truly,

F. E. HOLLIDAY, Chairman."

Since the distribution of this circular there has been some criticism among the members of the retail trade of the use to which Mr. Holliday's letter has been put, and some have charged Mr. Holliday with attempting to hedge on the N. A. R. D. plan in giving his approval to the Ayer plan.

Mr. Holliday's Reply to Critics.

During his visit to this city, en route to a meeting of the Executive Committee of the N. A. R. D., which took place at Chicago, on Monday, the 18th inst., Mr. Holliday was interviewed by a representative of the AMERICAN DRUGGIST concerning the Ayer plan and the letter written by him on the subject.

Mr. Holliday said: "The best reply which I can make to the critics who are displeased with the action which I took in the Ayer matter is to advise them to read the letter to which they object. In that letter I state that 'we believe it is worth trying as a means of preventing the cutting, which is just now the bane of the retail trade.' This belief has not been shaken by any of the criticisms, which, after all, have not been either ill natured or numerous, which have been brought to my attention. Every retailer will undoubtedly welcome any attempt to control prices on the part of the proprietor. The conditions attached are by no means onerous, except in the isolated case where the druggist makes no display of proprietary remedies under any conditions. It has been objected that the druggist does not want to buy a half gross, but it should not be overlooked that this is not necessarily a part of the plan proposed as every druggist who is willing to agree not to cut can get the discount of 10 per cent. on any quantity he may purchase, however small. If he will purchase a half gross he can obtain the extra 5 per cent., making a net price of \$2.05 instead of \$2.16, and if he purchase in \$25 assorted lots he gets an additional 5 per cent., making the net of \$1.95. The best that the cutter can do is 5 per cent. on a \$25 lot, equal to \$2.28, for the jobber himself must pay \$2.16, less 1 per cent. for cash, the difference being sent direct by Ayer to the retailer, who will not send the rebate to cutters. There certainly is no reason to complain of this, for it is the first instance in the history of any plan when the retailer has gotten better terms than the cutter, and I am confident that when the trade gives this matter its thorough and careful attention, the plan will receive the universal endorsement of the retail trade."

The Ayer Plan in Boston.

Boston, Dec. 22.

The experiment recently undertaken by the J. C. Ayer Company in supplying retailers with their 25-cent size of Cherry Pectoral is meeting with success in Boston. The druggists of the South Boston district seem to be particularly well pleased with the idea. There the goods are being ordered on the syndicate plan from the jobber, who transmits the order to the Ayer Company, and the latter ships the goods. The orders must all be placed with the jobber and on one-half gross lots the retailer receives a rebate of 10 and 5 per cent. off from the Ayer Company, and in gross lots an extra 5 per cent. off from the jobber. The full price is \$2.40 per dozen, and the discount on one-half gross lots makes the net price \$2.05, and on gross lots \$1.93. The difference between the full and net prices meets with the approval of the retail trade so that the plan is destined to be well supported.

If you will tell about that clever mechanical device of yours in a paper for the Prize Essay Department you may win the \$5 prize.

PATENTS and TRADE-MARKS.

Discussed by N. A. R. D. Executive Committee.

CHICAGO RETAILERS CONFER WITH N. A. R. D. OFFICERS.

To Bring Wholesalers to Terms.

Chicago, Dec. 18.—The executive committee of the National Association of Retail Druggists to-day assembled for its first meeting since the one held immediately following the Cincinnati convention. There were in attendance Chairman F. E. Holliday, of Topeka; D. E. Prall, of Saginaw; Simon N. Jones, of Louisville; A. E. Timberlake, of Indianapolis, and Secretary T. V. Wooten, who is an ex-officio member. The meeting was devoted to details of executive work and a number of routine matters were disposed of. The committee assembled in suite 57-59 on floor F of the Great Northern Hotel. A draft was prepared of a letter to the Hon. Francis Forbes, chairman of the commission appointed by President McKinley to revise the patent and trade mark laws. The letter relates to foreign pharmaceutical preparations, chemical products which are protected in this country, but are not in the country where they are produced. The letter practically contained the resolution passed at the Cincinnati convention whose provisions are familiar to druggists. The main object of the letter was to put the board on record. Members of the board will to-morrow meet the retailers.

Executive Committee Co-operate with Retailers.

Chicago, Dec. 20.—Chicago druggists have joined hands with the National Association of Retail Druggists in the war on the jobbers who sell to department stores and rate cutters.

At a largely attended meeting of the local organization to-day, President Simon N. Jones, of Louisville; F. E. Holliday, of Topeka; Arthur Timberlake, of Indianapolis, and D. E. Prall, of Saginaw, of the Executive Committee of the National Association, were present to outline the scope of campaign to bring the wholesalers to terms.

By a unanimous vote the Chicago men ordered their Executive Board to co-operate with the national body in its efforts to eradicate the cause of the discontent.

Phenacetine Dealers Enjoined.

The Farbenfabriken of Elberfeld Co., manufacturers of phenacetine, have secured a number of injunctions of late restraining various persons from selling phenacetine other than that which was obtained through the regular channels. The latest case won by them was decided in the United States Circuit Court at Cincinnati, on Dec. 7, when an injunction was issued restraining Daniel A. Samuel, and Wolf Fletcher and Louis Eichengreen, the first of whom resides in Dayton, O., the remainder residing in Cincinnati, from dealing in phenacetine. These people, it seems, have been smuggling the drug in from Canada, and selling it at varying prices ranging from 30c. to 40c. per ounce. The injunction referred to will stop this.

Greater New York.

News of the Trade in and About the Five Boroughs—Notes of Personal Interest—Changes and New Stores—Trade Gossip.

Items of Personal Interest.

Dr. Harold Fries, of Fries Bros., will spend the holidays shooting in North Carolina.

The drug store of Kogan Bros., at 33 Siegel street, Brooklyn, has been purchased by Louis Blum.

Brooklyn has a new pharmacy at McKibben and Humboldt streets, opened recently by J. Briggan.

Harry C. Chambers, of the Philadelphia house of J. M. Maris & Co., was among the holiday visitors at the Drug Club.

Dr. V. Mott Pierce, of Buffalo, President of the Proprietary Association spent some days in New York city during the past fortnight.

A new pharmacy will be opened at Brook avenue and 160th street, borough of the Bronx, by F. J. Grimm, who now owns the store at 56 Avenue B.

Walter S. Rockey, who is the owner of several drug stores in this city, has secured the services of John J. Murphy, formerly with J. Milhaus' Son to superintend the various stores.

The many friends of Herbert Turrell, of the Eastern branch of Parke, Davis & Co., will regret to hear of his illness. He is confined to his home with a mild form of typhoid fever.

The Anker Mfg. Co., of this city, have donated to the Salvation Army 20,000 capsules, to be used at the Christmas Dinner to be given to 20,000 poor people on Christmas Day at the Madison Square Garden.

Tibbals & Blossom is the name of a new firm in the import and commission business, composed of E. Nelson Tibbals and Benjamin Blossom. Both gentlemen were formerly connected with Dodge & Olcott.

W. A. Dawson, who has been the manager of C. R. Lush's pharmacy at Hempstead, L. I., for some years past, will shortly leave Hempstead to make his home in New York, where he will have a wider field for the exercise of his undoubted ability.

John Ripley Myers, a member of the firm of Bristol, Myers Co., manufacturing chemists, of Brooklyn, died of pneumonia on Dec. 22. He was born in Rutland, Vt., and was in his thirty-sixth year. He was graduated from Hamilton College in the class of '87, after which he came to this city.

Reeder Bros., proprietors of the old-established drug store at 462 Fourth avenue, have attracted a good deal of attention to their windows during the past few weeks by a violet display. The pillars in the window were draped with violet crepe paper, and the floor of the window was filled with the R. Hudnut violet specialties.

Prof. Frederick Bagoe probably does the largest prescription business on Fourth avenue. His pharmacy, on the corner of Twenty-ninth street and Fourth avenue is one of the landmarks of the district, and is a purely prescription establishment. Mr. Bagoe is professor of pharmacology at the New York Post-Graduate School of Medicine, and has the confidence of the many physicians who have offices in his neighborhood to an unbounded degree. M. Raftar, who takes an active part in the work of the Pharmaceutical Clerks' Association, is the manager of the store, assisted by W. Orlich.

Recent visitors to the New York drug market included James M. Donnelly, Troy, N. Y.; Geo. Eager, Montgomery, N. Y.; E. C. Inderlied, Binghamton; H. Richmond, Brockton, Mass.; W. J. Smith, Syracuse, N. Y.; J. P. Murphy, Portland, Me.; F. A. Daniels, New Orleans; Alonzo J. Matthews, Durham, N. C.; Charles J. Gillette, Washington; Charles W. Nolan, Philadelphia; W. R. Warner, Philadelphia; James C. Ferry, Philadelphia; J. A. Weaver, Easton,

Pa.; F. A. Stearns, Detroit; T. D. Miller, Norwich, N. Y.; Theodore Bovine, Danbury, Conn.; L. M. Monroe, Jr., New Canaan, Conn.; W. L. Briner, Princeton, N. J.; E. T. Vance, Ansonia; T. C. Wood, Haverstraw, N. Y.; J. A. Riggs, Norwalk, Conn.; Harry Chambers, Philadelphia; L. B. Switzer, Southport, Conn.; Samuel Davis, Boonton, N. J.; George F. Brown, Rahway, N. J.; S. M. Roy, Wappingers Falls, N. Y.; Chas. W. Whittlesey, New Haven, Conn.; F. E. Holliday, Topeka, Kan.

THE "HOLD-UP" MAN IN EAST NEW YORK.

A young man with his hand bandaged walked into the drug store of Max Metzger, at Liberty and Railroad avenues, East New York, at 9:30 o'clock last Saturday night and advanced to Metzger, who was standing behind the counter at the far end of the store. He said as he walked that his hand was badly cut and he wanted to have it dressed. Mr. Metzger started toward the man, when suddenly the latter pulled a revolver out of his pocket and leveled it at the druggist's head.

"I want all your money," said the young man, quietly but determinedly.

Metzger was so badly scared that he lost no time in handing over \$20 in money and his silver watch. The thief thanked him, walked backward to the door and vanished in the darkness outside.

BROOKLYN ALUMNI DINE.

The Alumni Association of the Brooklyn College of Pharmacy, had its annual dinner on December 13. Dr. F. P. Tuthill presided. The toast, "The Alumni Association of the Brooklyn College of Pharmacy," was responded to by Dr. E. C. Woodcock. Dr. Woodcock's address was in his happiest vein and he was vigorously applauded as he told of the purposes of the association and of what it had already accomplished. Dr. Tuthill then called upon other speakers, who responded to toasts as follows:

Dr. P. W. Ray, "The Kings County Pharmaceutical Society;" Dr. George C. Diekman, "The New York College of Pharmacy;" Dr. Walter Bryan, "The Brooklyn College of Pharmacy;" Dr. H. B. Ferguson, "The Alumni Association of the New York College of Pharmacy;" Felix Hirseman, "The New York State Pharmaceutical Association;" J. H. Reyfuss, "The Philadelphia College of Pharmacy;" W. C. Anderson, "The National Association of Retail Druggists;" Charles King, "The Senior Class of the Brooklyn College of Pharmacy;" E. Meinecke, "The Commercial Traveler," and F. B. Hays, "The Pharmaceutical Press."

CLERKS CONFER.

Adoption of a Proposed Shorter Hours Bill.

A committee, made up of representatives of the several pharmaceutical association in Greater New York, met at the College of Pharmacy Building, No. 115 West Sixty-eighth street, Manhattan, on Wednesday, December 13, for the consideration of a law for the regulation of the working hours of pharmacists and drug clerks.

The committee organized by the election of Alexander Deutschberger, the secretary of the Pharmaceutical Clerks' Association, as chairman of the meeting, and A. W. Firth, of the same association, was made secretary.

Upon roll call, the following associations were found to be represented by the members whose names are given: Manhattan Association, George H. Hitchcock, Thomas J. Keenan; Kings County

Society, William Muir, Dr. A. H. Brundage, Prof. W. C. Anderson; German Apothecaries' Society, Carl Schur; Pharmaceutical Clerks' Association, A. Deutschberger, J. Feldman, H. F. Marlarky, N. Kohn, A. W. Firth.

Secretary Firth read the proposed bill first as a whole and then section by section. All of its provisions were carefully discussed by the members of the committee, and several changes were adopted.

In Section 1, where the words "allowing two hours for meals" occur, a change was made to "one hour for each meal." Section 2 was adopted as it stood. In Section 3, the wording of the act was changed from "the city of New York" to "only to cities of the first-class." Section 4 was renumbered, and took the place of Section 5. Section 5 was made Section 4, and amended to make a failure to comply with any of the provisions of the proposed law a misdemeanor, punishable by a fine of \$25, or imprisonment, or both.

A proposal to include a section, placing the enforcement of the act in the hands of the Board of Pharmacy was made by Dr. Brundage, of Brooklyn, but was defeated. Dr. Brundage also tried to have the word "permitted" stricken from the proposed bill, but the sentiment of the majority of the committee was against this, and he did not press it to a vote.

The amended bill, as finally adopted, reads:

Section 1. No pharmacist or drug clerk employed in any pharmacy or drug store shall be required or permitted to work more than seventy hours per week. Nothing in this section shall prohibit the working six hours overtime during any week, for the purpose of making a shorter succeeding week, provided, however, that the aggregate number of hours in any such two weeks, shall not exceed one hundred and forty hours. The working hours per day shall be consecutive, allowing one hour for each meal.

Sec. 2. No proprietor of any drug store shall require or permit any clerk to sleep in any room or apartment in or connected with such store which does not comply with the sanitary regulations of the local Board of Health.

Sec. 3. This act shall apply only to cities of the first class.

Sec. 4. A failure to comply with any of the provisions of this act shall be deemed a misdemeanor, punishable by a fine of twenty-five dollars, or imprisonment, or both, for each offence.

MANHATTAN ASSOCIATION.

Shorter Hours Bill Approved.

The usual monthly meeting of the Manhattan Pharmaceutical Association was held at the College of Pharmacy, No. 115 West Sixty-eighth street, on Monday evening, December 18. In the announcement of the meeting it was stated that a committee would present a list of acceptable jobbers for the approval of the Association, but the committee was not ready to report, although several conferences had been held by it with the committees of other associations. Chairman Hirseman, of the committee, was absent. He sent a letter, in which it was stated that his committee had organized, in conjunction with the German Apothecaries Society and the Kings County Pharmaceutical Society, and reported progress.

The meeting was opened by President

R. R. Smith, at 8:30 o'clock, and after the reading of the reports of the secretary and treasurer, and various committee reports, the Shorter Hours Bill, approved by the Pharmaceutical Clerks' Association, came up for adoption. The adoption of the bill was warmly advocated by V. Chapin Daggett, George H. Hitchcock, Luther F. Stevens and others, and after some discussion, the question of its adoption was put to a vote and carried.

President Smith announced the resignation of John C. Denner as treasurer of the association. It was stated that increasing pressure of private business necessitated his withdrawal from the office. His resignation was accepted and an election held, when George H. Hitchcock, of 1031 Sixth avenue, was named to succeed him.

John C. Gallagher, of Jersey City, the president of the Jersey City Druggists' Association, was present, and addressed the meeting on the invitation of President Smith. Mr. Gallagher endeavored to show what membership in the N. A. R. D. meant to a local association. He gave an interesting talk, in the course of which he touched upon many of the problems now confronting the druggists of the country. Many questions were put to him by the members, and these Mr. Gallagher answered in the main to the satisfaction of everybody. At the close Mr. Gallagher was tendered a vote of thanks.

KINGS COUNTY SOCIETY.

Resolutions for Mr. Muir.

The usual monthly meeting of the Kings County Pharmaceutical Society was held on Tuesday, December 13, when an engrossed set of resolutions was presented to Wm. Muir, the chairman of the committee on legislation. Although the meeting and its chief feature had been advertised in the Brooklyn newspapers for a week or more, Mr. Muir, according to one person who reported the meeting, appeared to be entirely in the dark as to the afternoon's programme. "Unsuspecting," this reporter states, "Mr. Muir entered the hall, and, taking a seat, he manifested great interest in the business of the society."

"Modest Mr. Muir," writes the reporter.

But the reporter must be heard. Continuing, he tells how, "when there was an unusually large attendance present, the business of the meeting was suspended abruptly and Mr. Muir looked around to see what was the cause of the interruption of the session. He is the most active member in the society, and he looked puzzled when President Adrian Paradis asked Albert H. Brundage, M. D., and Phar. D., to make a report. Mr. Muir attempted to arise, seemingly to enter a protest, but took his seat again when Dr. Brundage took the floor." Dr. Brundage said that the Kings County Pharmaceutical Society and its college, the Brooklyn College of Pharmacy, had unanimously adopted the following resolutions:

Whereas, William Muir, Phar. D., of Brooklyn, N. Y., ex-President of the Kings County Pharmaceutical Society, the New York State Pharmaceutical Association and the Brooklyn College of Pharmacy, has manifested unselfish devotion to the various interests of pharmacy, having generally given time, labor and money to defend the rights of pharmacists, and to enhance their influence and standing in the community, and

Whereas, William Muir, Phar. D., has been a very potent factor in accomplishing the defeat

of attempted legislation inimical to the professional and pecuniary interests of pharmacists, and in securing the enactment of laws which protect them in the honorable conduct of their business, and

Whereas, by these efforts the integrity and prestige of pharmacy in the metropolis, the Empire State and elsewhere have undoubtedly been maintained, and even elevated, it is hereby

Resolved, That the Kings County Pharmaceutical Society expresses its great appreciation of his self-sacrificing and valuable services in behalf of the pharmacists and pharmacy, and be it further

Resolved, That the members of this society hereby extend to him their congratulations upon the perseverance, good judgment, skill and courage he has manifested. They confidently predict for him other honors and future successes, and trust long life, happiness and prosperity may be vouchsafed him.

Signed: Albert H. Brundage, M. D., and Phar. D., Chairman; W. C. Anderson, Adrian Paradis, W. B. Avere, P. H. Ray, M. D., W. D. France, Charles Schleussner, Oscar C. Kleine, jr., and Frederic P. Tuthill, Phar. D., Secretary.

Mr. Muir responded briefly, thanking the society for the honor conferred upon him.

The communications were then taken up. A committee of three was appointed to attend the conference of pharmaceutical societies of Greater New York to consider the draft of a bill for shorter hours.

The secretary was requested to notify the members of the committee on legislation to meet a conference committee on amendments to the pharmacy law at the New York College of Pharmacy, December 21. Communications concerning the work of the Manhattan Pharmaceutical Association were referred to the committee on trade matters. Prof. Anderson made a motion instructing the secretary to write to the N. A. R. D. to the effect that the Kings County Association reaffirmed its support of the National Association of Retail Druggists. This was carried. The meeting then adjourned.

RETAIL DRUGGIST BOWLERS.

Beaten in a Match Game.

A selected team of ten men, representing the Retail Druggists' Bowling Club, made their first public appearance on the bowling stage Tuesday evening, December 19. They had selected for their competitors the crack Seabury & Johnson team of ten, showing that the retail druggists are ambitious in more than one way. The appended score of total number of pins shows that it was a case of "stage fright," as not one of the R. D. B. C. bowled anywhere near his usual game.

Three games were bowled, which is one of the series of three. The next series will tell a different story.

The S. & J. team speak highly of their evening's enjoyment. A substantial luncheon was spread and all enjoyed themselves. The following are the teams with the score:

S. & J. Team.

Sawyer.
De Zeller.
Coughy.
Hopping.
Benjamin.
Scrimshaw.
Dr. Lovis.
Dakin.
Judge.
Withers

Total—4,014.

R. D. B. C.

Schweinfurth.
White.
Mahler.
Hitchcock.
Timmerman.
Pond.
Haddad.
Swann.
Hauenstein.
Reeder.

Total—3,710.

The retailers were beaten by 304 pins.

At the next meeting of the club on December 26, all members are requested to be present and bring with them a sealed package for the Christmas tree, the value of which should not exceed 25 cents.

THE SALE OF CARBOLIC ACID.

Interview with the President of the Health Board.

No further action has been taken by the Health Board in its crusade against the sale of carbolic acid by retail druggists. The point made by the board was that the poison was too easily obtainable by persons who were bent on suicide, and that the acid was sold by druggists without due compliance with the law as regards the proper labeling of the bottles as containing poison.

When seen the other day by a reporter of the AMERICAN DRUGGIST, Col. Michael C. Murphy, the President of the Health Board, said:

"I am ready and anxious to take action against offending druggists, but I have not the necessary evidence. I will proceed as soon as affidavits are furnished me. Mr. Edward Thimme promised to supply me with the necessary information upon which to proceed, but he has failed to do so up to the present time."

"Does the Health Board, as a body, believe that the present laws are sufficient to regulate the sale?"

"I cannot speak for the Board as a whole, but, personally, I think that the present laws are not nearly stringent enough. It is altogether too easy to get carbolic acid at an apothecary's. No prescription is needed. All you have to do is to tell the clerk behind the counter that you want it for disinfecting a sink or a closet, put down your 10 cents and carry it away with you. If it is your purpose to end your life with the poison the fact that the label on the bottle tells you the character of the stuff, won't alter your determination. The purpose of the label is merely to prevent accidents. In its way it is all right. But now that suicide by carbolic acid is becoming so prevalent there should be still further safeguards thrown about the purchase of it."

"Have you received any aid from the Board of Pharmacy and the College of Pharmacy?"

"Not of the kind I want. Both have offered to assist me in any way in their power, but what I have wanted was information about druggists who have in the past sold carbolic acid and failed to put it in the properly labeled bottle."

"Do you not believe that newspaper agitation of this subject tends to call attention to the ease with which carbolic acid can be obtained, and therefore tends to make still more suicides?" asked the AMERICAN DRUGGIST reporter.

"Yes, I believe that publication of these things might have that effect, but then you must remember that very few reforms have ever been brought about except through agitation. One effect of it has been to stir up the Medical Society which intends to appeal to the Legislature during the coming session, asking that the present laws be either amended or that new laws be made covering the sale of carbolic acid and permitting it to be sold only on a doctor's prescription. This would do away with the danger. You see, carbolic acid is a name that is easily remembered by foreigners. It is a short word. They read it or hear it, learn its deadly effects, find out how easily it can be obtained if one knows what it is generally used for, and then how simple it is to step to the drug store and get it."

WESTERN NEW YORK.

Making Headway Against Department Stores.

CO-OPERATIVE COMPANIES.

Activity of the Board of Pharmacy.

Buffalo, Dec. 22.—Business in the retail drug stores is still fairly good, though it is nothing what it ought to be, considering the near approach of the holiday season. The members of the trade are somewhat encouraged over the outlook of things in the fight against the department stores. It is found that the proprietary medicine establishments are making more of a stand against these stores than they used to, and some of the worst cutters here are unable to get the goods they need to carry on such a traffic with vigor. Besides it is not denied by some of the department stores that the venture is not what it was expected to be, nor what it used to be. Once the novelty of certain goods formerly sold in drug stores attracted custom to the department stores, but such is no longer the case and so, instead of extending the handling of medicines the tendency is to go out of them. The fact remains that substitution is the practice that the trade has to fear most, for it strikes at everything but the individual establishment that sends out the substitutes. Possibly, though, when all these short cuts have done their worst the trade will drop them and go back to plain physician's prescriptions.

Co-operative Buying by Retailers.

The Buffalo retail druggists who are enterprising enough to combine on the purchase of medicines in bulk are making some progress and will continue. They hold that they are jobbers and entitled to the special protection obtained by the N. A. R. D. As a rule the proprietors are respecting this idea.

Activity of the Board.

Some of the Buffalo druggists have been receiving a rather doubtful sort of advertising of late by falling into the clutches of the Board of Pharmacy for irregular practices. The local papers took the matter up and killed some space on it. Whether the complaints will ever be indorsed by the grand jury remains to be seen. At least the relief clerk is getting the benefit of the diversion and his number is on the increase, for a druggist is not anxious to lay himself liable to indictment when a special clerk can be had at a moderate figure when he is obliged to be out of the store. There is a scarcity of good clerks, especially as quite a number of them out of employment are holding off and refusing to accept the wages offered.

The New Class at the Buffalo College.

The entering class of the Buffalo College of Pharmacy numbers 99 this year. In spite of this sort of bargain-counter figure the faculty stood on principle and refused to matriculate certain candidates who were not considered up to the standard. The first term is now concluded in both the pharmaceutical and the medical branch of the University. The next term opens January 3.

Delegates to the Pharmacopoeial Convention.

The various Buffalo pharmacy and medical interests entitled to representation in the Pharmacopoeial convention are preparing to choose delegates who will promise to be present which does not appear to be the case on all former meetings. As it is discovered that at least six national medical bodies will convene in Washington during the week that the Pharmacopoeial convention sits it ought not to be a very hard matter to obtain working delegates. Buffalo has always taken an active part in this work and will, no doubt, do so again.

ROCHESTER.

Cutting Continues.

Rochester, Dec. 20.—The severe cutting of prices here which was reported in the December 11th issue of this paper, is certainly having its effect on the drug business. Druggists are very cautious about giving orders for stock which they are compelled to sell below cost, and are making no great effort to push but few proprietary articles. With the exception of one or two druggists and some of the department stores, there has been very little local advertising of proprietary articles included in the cut-rate list. But of late more of the druggists are beginning to advertise with the hope, it seems, not so much to increase their own sales as possibly to increase those of the main cut-rate stores. And this is about the way they are figuring out what the profits will be: "If I," said the owner of one of the smaller drug stores, "advertise a medicine 5c. below cost, and the man on the corner meets my figures, he will, very likely, sell five or ten bottles to my one, and I think I can stand a loss of 5c. if he can afford to lose ten times that amount." Whether this plan is feasible, or if it will have any great effect by way of bringing matters to an end remains to be seen. But there seems to be a feeling now among a great many of the druggists that it is better to fight than to compromise; and it is quite likely that the day is not near at hand when an amicable settlement will be effected.

Cutting Stopped in Owego.

We understand that the druggists of Owego have almost entirely stopped the cutting which was begun there a short time ago. Dollar preparations are selling at 85c., and all those 25c. and below are selling at full price.

It is to be hoped that they will be able to maintain these prices, which will not be a very difficult matter if each druggist will bear in mind that the others are deserving of a part of the trade, and that a druggist can do a legitimate business and not sell goods below cost.

RANDOM NEWS NOTES.

Jones & O'Brien, of Hinsdale, N. H., have dissolved partnership and the drug department of the business will hereafter be conducted at the old stand by Fred H. Jones, a member of the old firm.

W. C. Hawkes & Co., of Waterville, Me., are to open a new store. The contracts for the fixtures were awarded to C. P. Whittle of Boston. They will be in white and gold.

J. D. Ryan has resigned his post as buyer for Finlay & Dicks, of New Orleans, and accepted an important position with Reddington & Co., of San Francisco.

MASSACHUSETTS.

Sunday Cigar Sales to Stop.

WOMEN PHARMACISTS TO MEET.

Alumni to Dine.

Boston, Dec. 20.—The sale of cigars on Sunday is at present a topic of some interest. Last Saturday the chairman of the Police Board lectured the police captains relative to the sale of the weed. According to the chairman's interpretation of the law it was illegal for hotels, restaurants and the like to sell cigars, but druggists could sell tobacco under the definition of a drug. This loophole for the druggist is the result of an old ruling of the courts.

The druggist is not complaining, but the other fellow is doing it for him. It cannot be learned that the matter has been taken very seriously up to the present time or that any arrests were made. A week ago Sunday, however, one of the police captains on his own responsibility notified all of the dealers, including druggists, to stop the sale of cigars and it is said that one druggist was arrested as a result of not obeying the mandate.

Blue Laws Enforced in Lawrence.

The experiment is being tried in Lawrence, also, and on the 17th for the first time in many years the blue laws with reference to Sunday selling were enforced. Circulars quoting the act of 1895, which prohibits the sale of nearly everything but drugs and newspapers, were sent to the druggists and owners of small stores a few days ago. The storekeepers are making a vigorous protest.

The Number of Stores in Massachusetts.

According to the report of Agent Harris, of the Board of Pharmacy, there are at the present time 1,583 drug stores in this State. This authority further states that there are 207 cities and towns in which drug stores are located and 146 towns without any drug store. The following list of cities having over ten drug stores each has been made up from the information given in the above report: Boston, of course, is placed at the top of the column with 332 pharmacies. Other cities have the following number of stores: Worcester, 60; Cambridge, 58; Lowell, 53; Lynn, 48; New Bedford, 45; Fall River, 42; Springfield, 39; Haverhill, 35; Lawrence, 33; Somerville, 32; Holyoke and Malden, 30 each; Salem, Brockton and Newton, 26 each; Fitchburg, 22; Chelsea, 18; Gloucester, 17; Marlboro and Waltham, 15 each; Taunton, 13; Newburyport and North Adams, 12 each; Pittsfield, 11, and Everett, 10.

Druggist Legislators.

The drug trade will be well represented in the Legislature this winter, as four pharmacists will serve as Representatives. They are F. M. Snow, of Fairhaven; W. J. Bullock, of New Bedford; F. S. Dewey, of Westfield, and W. D. Wheeler, Ph. G., of this city. Mr. Dewey, who is a Democrat, showed his popularity by being elected in a strong Republican district two years in succession. Messrs. Bullock and Wheeler were also re-elected. Mr. Wheeler is well known as President of the M. S. P. A., and Secretary of the M. C. P.

The Woman's Club to Meet.

The Woman's M. C. P. Club is to meet on the first Wednesday of each month. At the last meeting the club adopted a constitution and by-laws. Of course this step was not taken without some discussion, but it is alleged that the proceedings were conducted in true parliamentary style. The candy question was also discussed, the practical and not the theoretical side being considered. Every member but one came to the meeting armed with a box of confectionery; the odd clubite brought salted nuts. This penchant for candy on the part of the members augurs well for palatable, if not practical, pharmacy.

Alumni to Dine.

President Capper and Secretary Scoville are busily engaged in arranging for another dinner of the Association of the Alumni, M. C. P. It will take place on January 18, 1900, at the American House. The evening will be devoted to reminiscences. Secretary Amos K. Tilden, of the Board of Pharmacy, will give a sketch of the career of the late Dr. Jenks. The rest of the speaking will be impromptu, but the younger members will be shown how it is done by such veterans as Messrs. Sheppard, Bartlet and Orne.

BOSTON NEWS NOTES.

Connolly and Davis have moved into their new store at Field's corner.

Frederick L. Day, of East Boston, was re-elected to membership in the Board of Aldermen. Mr. Day was accorded a flattering vote by his constituents.

The Board of Pharmacy held no examination this month, but candidates will be before the board on the first Tuesday, Wednesday and Thursday of January.

Robert White, M. D., who has been conducting a store at 331 Hanover street for the past twenty-nine years, has just closed up the business. Dr. White has a large practice in the north end, which he still continues.

Josiah S. Bonney, Ph. G., through ill-health, has been compelled to resign his position as instructor in materia medica and botany in the M. C. P. At the last meeting of the trustees Mr. Bonney was elected to membership in that body.

Daniel Emerson, M. C. P. '84, has just been elected to membership in the council of the Harvard Veterinary Medical Alumni Association. Dr. Emerson took a course in veterinary medicine soon after graduation from the M. C. P.

The movement to have the old Park square station converted into a public market is interesting members of the drug trade in the immediate vicinity. George R. White, of the Potter Drug and Chemical Co., and the Walker, Rintels Drug Co. are warm advocates of the projected improvement.

Hub druggists seem to take to banking like ducks to water. Such men as Andrew G. Weeks and Nathaniel J. Rust are successful bank directors and the late Thomas L. Jenks piloted the affairs of the North End Savings Bank in an able manner for many years. Dr. Jenks was also at one time a director in a national bank. The latest pharmaceutical addition to bankdom is Frank A. Davidson, Ph. G., president of the J. Metcalf Co., who is one of the directors of the Puritan Trust Co., in Court street.

The Dudley pharmacy was the scene of a brisk fire on the morning of Dec. 11. The fire started with an explosion in the cellar from some cause at present unknown. J. H. Joyce, a clerk, left the store about fifteen minutes before the explosion, and was standing on the sidewalk, close by, when the noise of the explosion and the appearance of flames in the cellar attracted his attention. The fire department was immediately called, but after half an hour's fighting the smoke was so dense and the fire so threatening that a second alarm was ordered as a precautionary measure. Although the fire was practically confined to the basement, the damage from smoke, fire and water approximated \$10,000.

PENNSYLVANIA.**A Good Year's Business.****THE PHARMACEUTICAL MEETING.****The Christmas Gift Habit.**

Philadelphia, Dec. 20.—The business of the leading drug houses in this city for this year has been exceedingly large, and from the estimated results it is shown that the receipts should be larger than they were last year. Trade has been more scattered and the cutting of prices which has prevailed for so many years has not been so great as it has been.

To Promote Sociality.

It is understood that after the holidays the committee that has the work of securing new members to the National Retail Druggists' Association is to start in earnest and try and corral many of the druggists in the city who have not paid much attention to this association. Early in January a large progressive euchre party is to be held and it is thought this will bring together many druggists who have heretofore kept aloof. It is also believed that if the progressive euchre is a success, afternoon teas may be given, and later on, when the weather permits, there might be a lawn party, or some other such innocent amusement to attract the hard-working druggist.

The Pharmaceutical Meeting.

Owing to the near approach of the Christmas holidays the attendance at the pharmaceutical meeting of the College of Pharmacy, on December 19, was not as large as previous ones. The programme was as follows:

1. History of the Constitution of the Alkaloids. By Alfred R. L. Dohme, Baltimore.
2. Herbs and Drugs Sold on the Sidewalks of Philadelphia. By Charles H. LaWall, Ph.G.
3. Exhibition of Specimens.

The Christmas Gift Habit.

The practice of retail druggists giving Christmas gifts to their children customers has assumed large proportions. One prominent druggist uptown purchased for this purpose 800 hydrogen-filled balls and 200 musical tops, while another will distribute 500 toy balloons and 600 half-boxes of candy, and others are giving slates, stick-pins, hoops, etc. This, of course, makes quite an inroad on the cash register, but it has been started and will have to continue.

Prizes Offered for Ideas.

The Smith, Kline & French Company have adopted a system to secure more interest being taken in the conducting of the affairs of this house than has been the case heretofore, and prizes of from \$1 to \$20 have been offered for the best suggestions relative to the conducting of affairs of this establishment. A committee of three of the employees, one from the laboratory, one from the store and one appointed by the corporation, was convened on December 21 to judge the suggestions made by the employees. The meeting was held at Handel & Hayden Hall, Eighth and Spring Garden streets, and many points were given the officers of this corporation. It is believed that this scheme will bring good results, as each of the employees will have his eyes

open and wits about him ready to tender a good suggestion wherever it is thought it will be of benefit to the house. This is the first time anything of this kind has been done by this corporation, but it is believed good results will be had from it. This same corporation has also entered into an agreement for the construction of an addition to its factory at Canal and Poplar streets. This building is to be used for the purpose of having a hot lunch served to the employees during their dinner hour, as well as a comfortable place to go at noon time.

Co-operative Jobbing to be Pushed.

On December 20 the trustees who have been looking after the affairs of the Philadelphia Drug Company, Limited, turned over their affairs and the company has taken on a new lease of life, and for five years more will be continued. Some time ago there was some talk of winding the affairs of this company up and re-organizing on a different basis, but it was deemed inadvisable to make any change. It has now been decided to continue the organization under the former name, with the membership limited to 100 and an increase in the capitalization. Heretofore this company has confined its business mostly to the city trade, but under the new regime it is to branch out and do a regular wholesale business. Under the careful handling of Manager Rohrman this organization has become a power in the drug trade and its business has greatly increased. It has been in existence twelve years and is now an active competitor for the retail druggists' trade.

Public-Spirited Druggists.

Mahlon N. Kline, of the Smith, Kline & French Company, visited Washington as one of the committee to bring the next National Republican convention to this city, and Harry B. French, of the same corporation, is chairman of one of the committees that have been formed to bring about the abolishment of the Public Building Commission. Both of these gentlemen are good fighters and possess much local pride, as is evinced by their figuring in all the campaigns for municipal improvements in politics and what not.

PHILADELPHIA ITEMS.

Dr. B. Samuels, of Mount Carmel, Pa., has purchased Schuler's pharmacy, at Pottstown, Pa.

P. N. Pinchbeck, of Thirty-fourth and Walnut streets, is about to retire from the retail drug business on account of poor health.

W. Fred Steinmetz, 238 Girard avenue, contemplates making an exhibit of his well known roach food at the approaching Food Exposition.

R. C. Brodie, of 20th and Callowhill streets, was recently elected treasurer of St. Alban's Lodge of Masons for the twenty-sixth consecutive term, which is quite a testimonial to his popularity.

W. K. Mattern has been appointed manager of Ware's pharmacy at Germantown avenue and Broad street. This is an ideal location for a drug store, and it is thought under judicious management it should be a paying investment.

On Dec. 15 Dr. J. Mitchell Higgins, one of the best known druggists in the northeastern section of the city, died very suddenly. Dr. Higgins for the past forty years has conducted a drug store at Germantown avenue and Norris street, and was known throughout this section of the city. On the day of his death he was down in the business section of the city and visited a number of the leading wholesale houses. That evening he visited his brother and while taking a drink of water dropped dead, heart failure being the cause. He was buried on the 19th inst. He took a prominent part in the affairs of the city and for some time past has been one of the school directors of his ward.

OHIO.

To Introduce Bourbon Vanilla Beans.**FRENCH CONSUL INTERESTED.****Illegal Sales of Drugs.**

Cincinnati, Dec. 20.—Wholesale drug dealers of this city were somewhat surprised recently by the appearance in their places of business of a brusque little gentleman wearing gold eyeglasses and speaking with a decided French accent, who wished to make inquiries and gather statistics regarding the sale of the vanilla bean in this city. In response to an inquiry the gentleman stated that he was Mons. Auguste Fredin, the Consul of France, living on Morris street, Walnut Hills, and that he had just received a letter from the Minister of Foreign Affairs of France, asking him to ascertain certain facts about the sale of the Mexican vanilla bean in this city and in Ohio generally, and report as to the feasibility of establishing an agency for the sale of the French, or bourbon bean, in this city. Mr. Fredin could give no further information on the subject than that he had received instructions from his government and would comply with them to the best of his ability.

Relative Value of the Mexican and Bourbon Beans.

It was stated yesterday by W. T. Gray, of the firm of Gray & Huston, wholesale druggists, who at present handle the bulk of the bourbon beans in Cincinnati, that the latter bean and the Mexican article commands a price of from \$16 to \$18 per pound, while the bourbon beans sell for \$8 and \$10 per pound. This is due to the fact that the Mexican bean has been so long on the local market and confectioners and druggists will scarcely look at any other kind. Only a small amount of the bourbon bean is shipped to this country, and it is handled by three New York firms. Mr. Gray stated that he hardly thought it would be a paying investment to establish an agency here for the sale of the bourbon bean.

Illegal Sale of Drugs.

A. F. Plucker, who conducts a drug store at the corner of Clark and Baymiller streets was arrested this week by Constable James Robinson, of Squire Kushman's court, on a warrant sworn out by Harold O. Gatch, an attorney of Columbus, O. The warrant charges Plucker with having unlawfully sold a drug, to-wit, tincture of myrrh, setting forth the fact that the defendant is not a registered or licensed pharmacist, and that he conducts business only as a manager. Plucker gave bond in the sum of \$100 for his appearance in court next week.

HEARD ABOUT TOWN.

Prof. Adolph Leue is ill at the hospital.

Local druggists report a nice business so far in holiday goods.

Local druggists now meet twice a month at the Musical Exchange for a good time socially.

Wilmot J. Hall has closed his store, at Fourth and Elm streets, and moved the stock to Fourth and Walnut streets.

Too much opposition caused A. E. Diebold to close his store, at Hyde Park, last week. He still retains his Walnut Hills store.

ILLINOIS.

Revolt Against Re-Registration.**SECRET ORGANIZATION FORMED.****Great Fight in Prospect.**

Chicago, Dec. 17.—The growth of the Druggists' Protective Association, at Chicago, which was incorporated December 12, at Springfield, is being watched with the keenest interest, both by druggists and by men who are only remotely connected with the drug trade. Exactly what the association means is hard to predict as it cannot be foretold where the balance of power within the new body will finally be found. At present several men who are known to be the inveterate enemies of the State Board, and of some of the members of the State body, are in control, but all the forces represented in the membership have not yet been brought into play and efforts may be made to divert the activity into other channels from those in which it is at present moving.

The platform of the corporation to which it is claimed between 400 and 450 druggists have attached their names plainly shows the animus which directed the actions of the organizers. It follows:

"ONCE REGISTERED, ALWAYS REGISTERED."

"Whereas the Illinois State Pharmacy law, as it exists, is unfair, unreasonable and unjust in its provisions and is in the nature of class legislation;

"Whereas the manner in which the law is enforced does great injustice to many druggists, since the methods adopted by the board are to drag them to courts miles away from their places of business, where excessive fines are imposed;

"Whereas a combination is necessary to destroy these evils;

"Therefore, The undersigned agree (when 100 or more druggists shall have subscribed hereto) to form a society whose object shall be to protect the druggists from a law unjustly construed and still more unjustly enforced, and to secure more perfect legislation which shall place the burden and cost of enforcing a law for the protection of the public health on the State, where it justly belongs."

The Leaders of the Movement.

The incorporators are Emil Thiele, Herman Fry and Alfred P. Knight. Members of the organization fear the vengeance of the State Board will fall on them should it become known that they have signed the foregoing, and the officers refuse to give out a list. This may, however, be due to unwillingness to show their hand rather than to fear, for it is certain that the leaders are in deadly earnest.

A Secret Meeting.

The formation of the Association was decided on at a secret meeting held December 5 at Jung's Hall, on Randolph street. In order to gain admittance to this meeting it was necessary to bring the postal cards that were sent to the elect when they were summoned to attend. These postal cards bore such legends as: "Equality is Equity," and "All professions should be taxed or all should be free." Those who head the movement are reluctant to tell who presided at Jung's Hall or to give details of the proceedings, but assert that \$100 was voluntarily subscribed without an assessment. The books of the secretary contain these en-

tries of subscription: "C. S. N. Hallberg, \$25; Richard C. Frerksen, \$10." Their names head the subscription list at the meeting. Their names, however, do not appear in the first list of those who signed the propaganda printed above. It is claimed that within one week 366 druggists signed the paper. As there are only about 900 in Chicago the strength of the movement is readily apparent. Since then the names have been coming in rapidly. Druggists all over the State are eligible for membership. Any proprietor or manager of a drug store can come in.

The city has been divided into districts and these are being worked over in the search for signatures. The dues are fixed at \$1 per year. The officials admit that they are out for a finish fight against the payment of \$1.50 a year for renewals, but are silent when questioned regarding their other aims. They claim that they have banded together to prevent extortions, and under this head they class the \$1.50 dues collected by the State. Annual registration, they claim, is unjust discrimination. It is wrongful taxation and class legislation.

Among those who have signed are men who hold opinions that differ widely. On almost all sides it is conceded that the present law is imperfect; even members of the State Board agree with the protesting druggists on that point, but many druggists say that new laws should be secured in a more orderly manner.

The Illinois Pharmaceutical Association

now has a committee appointed to confer with the State Board about the draft of a new law, to review the old law and to pick out the best points of all proposed legislation so that the whole can be combined into a measure as nearly perfect as possible. That is proof enough that the better class of druggists in Illinois believe there should be a new law.

Defects in the Pharmacy Law.

Among the defects pointed out by those who are ardent supporters of the present law merely because it is on the statute books and therefore to be respected, are the following: Nothing can be done now in cases where adulteration is practiced, for the punishment might be meted out to an innocent man. A druggist who paid for pure chemicals, for instance, might have to pay the penalty for selling an impure product, when in reality the fault lies elsewhere. In the present law the line between the assistant and the registered pharmacist is poorly drawn. The experience required of an assistant is not clearly defined. The matter of the renewal of lapsed certificates issued to registered pharmacists has been settled but not in the cases of the assistants. The return of fees for examination is not liked by members of the board, for a man can come up for examination several times on the same fee. A great deal is left to the judgment of the State Board. The members can interpret certain passages in the law as they see fit and to that fact some ascribe what they call the present "uprising."

The present board is strict in its interpretation of the law. The lines safeguarding the drug business have been tightly drawn, as was indicated in the AMERICAN DRUGGIST recently. Every effort is being made to keep out of the business men who are incompetent or ignorant, and some think that injustice has been done.

Hardships of the Drug Trade.

"The different forces have got to get into motion and measure their strength before this point can be settled," said one druggist. Then, he continued: "The drug business in Illinois, and especially in Chicago, is undergoing a great change. It is in the throes that accompany any sudden move of this nature. There are lots of men who mean to obey the law and who would do all in their power to safeguard the health of the public, but many of them are making no money. Every year the department stores cut into their business harder, their profits grow less and less and they absolutely cannot afford to keep a registered man. What can they do? Why, simply take their chance of not being caught by the State Board. Men in the country, where the justice of the peace is their friend, are not troubled that way. The man in the city is taken before a justice he never saw before and is fined, and he immediately denounces the law and those who enforce it. There are now more men in the drug business in Chicago than there are livings to be got out of the trade. Somebody has got to suffer and those men would be better off, though it may sound harsh, to get out of it at once. The way to aid the druggists is to keep out all incompetents instead of letting down the bars and taking in everybody. If we didn't have so many registered men now who can't get employment it would be impossible for the department stores to get them. At present they can get all the registered men they want and can almost starve some of the retailers. Druggists at large feel that something is wrong; they work hard to get a good living and don't get it. That makes them ready to welcome anything that promises a change. They don't know just what they want, but they are ready for agitation and discussion. The time is ripe for a radical change of some sort and the next Legislature in Springfield will probably be a battlefield for men interested in the drug business."

Big Fight in Prospect.

Some of the foregoing views are radical, everyone can accept them at his own valuation, but it is not necessary to talk to some Chicago druggists long before even more radical things are heard, as is proved by the platform of the new incorporation. The next Legislature opens in March, 1900, and it is not generally known how the association will busy itself in the meantime. Some talk of refusing to pay the \$1.50 renewal fee. This would mean the revoking of more than 400 certificates. That it is possible to have such an upheaval is hard to believe. An indication of the fight that is to come was furnished in the last Legislature when eleven bills were offered for passage and the State Board was attacked savagely.

The present situation recalls the agitation of fifteen years ago when a test case was arranged by men who are now old-time druggists in Chicago. George Buck was then president of the State Board.

CHICAGO NOTES.

Frank Fleury, for years a member of the Illinois Board of Pharmacy, is confined to the Springfield Sanitarium with blood poisoning. It is feared that he is almost certain to lose the use of his right eye.

Among the recent visitors to Chicago were: C. L. Peebles, Ogden, Utah; E. O. Stafford, of the Stafford Drug Co., Marquette, Mich.; C. E. Cameron, of Alta, Ia., and J. B. Michels, of El Paso, Ill.

The South Park Pharmacy has succeeded G.

A. Graves on Thirty-fifth street at the head of Grand boulevard.

C. C. Horlick, of Racine, was recently in Chicago.

C. O. Sethness, of the Sethness Co., manufacturing chemists, Chicago, was a recent visitor to the New York drug market.

Frank Fleury, for some time secretary of the Illinois State Board of Pharmacy, has had the misfortune to lose his right eye. The eye had been giving him some trouble and it was decided to operate, when it was found necessary to remove it.

The Illinois Manufacturers' Association has directed its counsel, Moran, Kraus & Mayer, to cause a test case to be made of the constitutionality of the anti-trust affidavit statute. This statute requires every corporation to file an affidavit declaring that it is not a member of a trust or of any combination that restricts trade. A penalty of \$50 a day is the penalty for not doing so. Every drug corporation in Chicago is interested in the suits that have been started by States Attorney Deneen.

A bold robbery took place December 11 at George H. Maye's drug store, directly across the street from police headquarters in the City Hall. The thieves took \$7 in cash, stamps, cigars and toilet articles. Entrance was gained by cutting a hole through the big show window. A roll-top desk was opened with a jimmy and contents of the pigeon holes were scattered about, but nothing was secured. The break in the glass was evidently started with a glass cutter and finished with a kick.

"The Executive Committee of the N. A. R. D.," writes an occasional correspondent, "have been in session here the past week and transacted considerable business. On Monday evening a number of Chicago druggists sat down to supper with them, and on Tuesday, the 19th inst., we had a rousing meeting of the Chicago Retail Druggists' Association, with abundant speeches. The Chicago situation requires more than speeches, however, and Chairman Holliday has been strenuously urged to action. As Von Bilow said, we must be either hammer or anvil; having been anvil these long years, let us now be the hammer."

MISSOURI.**Drug Clerks Elect Officers.****Changes in the Trade.**

St. Louis, Dec. 18.—The annual meeting and election of officers of the St. Louis Drug Clerks' Society was held at Bowman's Hall, Eleventh and Locust streets, on Thursday evening, December 14. The reports of the various officers were read, the most interesting of which was that of Treasurer Geo. H. Sommers, which showed a balance of nearly \$250 on hand. Twelve new members were elected, and it was decided to make a special campaign for membership during the next year. The society has about decided to secure permanent quarters in some of the downtown office buildings. The annual banquet will be given on January 11 at some downtown cafe. It was decided not to invite any outsiders excepting the presidents of the various drug clerk organizations throughout the country. It will be purely a drug clerk affair.

The New Board of Officers.

After enjoying a substantial lunch with liquid refreshments and cigars, the election of officers was held, which resulted as follows:

President, L. H. Schlenker; first vice-president, I. A. Schulherr; second vice-president, A. M. Soellner; secretary, G. R. Gibson; treasurer, Carl G. E. Klie.

Executive Board—F. A. Christopher, O. F. C. Bausch, F. L. Whelpley.

Entertainment Committee—S. E. Barber, A. W. Kauffman, C. S. Roth, B. A. Huger.

Bureau of Information—Charles Witt, Eighth and Morgan streets.

CITY NEWS.

N. Donaldson, of Paragould, Ark., was in the city last week purchasing a new drug store outfit.

C. P. Walbridge, president of the J. S. Merrell Drug Co., is in Washington on political business.

F. A. Christopher has accepted a position as prescription clerk at Blank's pharmacy, on South Broadway.

B. H. Plumpe, formerly a clerk at 908 Market street, is opening a new drug store at 8300 North Broadway.

The Meyer Bros. Drug Co. have organized a paint department, under the name of the Meyer Bros. Paint Co.

Messrs. Ford and Phillips, formerly from Illinois, have opened a new drug store at 2000 North Broadway.

There is a move on foot to turn the library of the Alumni Association over to the St. Louis College of Pharmacy.

George Neves, of Oklahoma City, O. T., has been elected valedictorian of the senior class at the St. Louis College of Pharmacy.

The St. Louis Medicine Co. was recently incorporated, with a capital stock of \$200, which is held by Ed Carn and J. C. and L. H. Blank.

Dr. G. Baumgarten, newly elected dean of the medical department of the Washington University, was at one time a prominent druggist of this city.

V. F. Willet, a well known drug clerk of this city, has passed the civil service examination and is now a railway mail clerk between here and Kansas City.

C. F. G. Meyer, president of the Meyer Bros. Drug Co., and his wife, have just returned from Hot Springs, Ark., where they have been recuperating their health.

Otto Kipp, druggist at 8800 North Broadway, is the only druggist in the city who gets full prices on all patent medicines. He has been doing this for the past two years.

Ed R. Drace, formerly a west end drug clerk, is now in charge of the manufacturing laboratory of the Wolf-Wilson Drug Co., Sixth street and Washington avenue.

The Enderle Drug Co., Sixth and Chestnut streets, has been incorporated, with a capital stock of \$5,000. Dr. A. G. Enderle, former owner of the store, is the principal stockholder.

E. W. Knott, one of the most popular city department men in the city, with the J. S. Merrell Drug Co., has been spending a week with his uncle, J. Proctor Knott, of Danville, Ky.

Miss Clara Harris, formerly of Kansas City, is now clerking for the Wolf-Wilson Drug Co. This is one of the very few drug stores in the city where the fair sex are employed as clerks.

Frank L. Thresher, a business man of that place, has purchased the M. C. Huggins pharmacy, of East St. Louis. He has placed Mr. E. F. Ross, formerly of Cobden, Ill., in charge of the store.

Miss Henrietta Boehm, daughter of the well known druggist at Eighth and Morgan streets, will be married on the 20th inst. to David J. Maibrull, of New York city. They will make their home in that city.

E. Trittermann has purchased his father's drug store, at 2000 South Ninth street. His father, Dr. F. Trittermann, has gone to Europe to be gone for a year. He has been in very poor health for some time past.

The Missouri Label Co. was recently incorporated, with a capital stock of \$3,000. They have headquarters at Third and Olive streets. L. A. Seitz and Theo. F. Hagenow, two well known local druggists, are the chief stockholders.

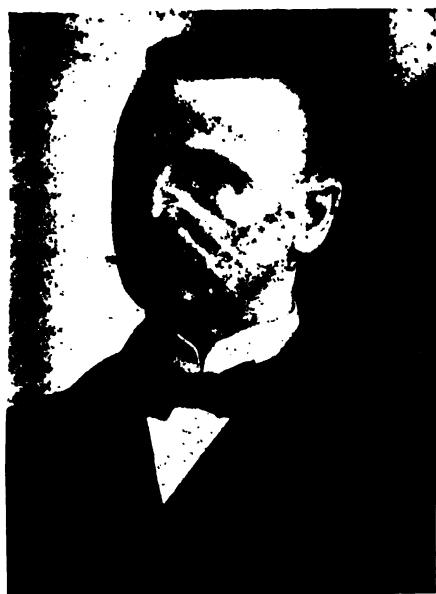
I. L. Oschner has sold his drug store at Twenty-second street and Clark avenue to H. C. Koenig, formerly on Easton avenue, and Mr. Oschner has just purchased the store from his brother, C. P. Oschner, at Vandeventer and Finney avenues.

Eli, Lilly & Co. are arranging to open a branch office at this place. They will carry a complete line of their goods and make this a distributing point. They have leased quarters in the Granite Building, at Fourth and Market streets. The branch will be in charge of Mr. G. B. Self, who has represented them in this city for some time past.



Our Portrait Gallery

[Contributions for this column are invited. For available articles dealing with the news of traveling salesmen payment will be made.]



CHAS. R. WHITNEY.

Representative of Dr. Herrick's Family Medicine Co., in Central and Western New York.

Few traveling salesmen can boast of nearly 30 years' service on "the road," but this is the record justly claimed by Charles R. Whitney, whose portrait is given with this sketch. He began his career as a salesman for Perry Davis & Son, of Providence, R. I., in 1870, having assigned to him a territory covering some 20 states. But Mr. Whitney was equal to the task, and after five years of faithful service in this field he left their employ to enter that of L. W. Warner & Co., now known as Dr. Herrick's Family Medicine Company, and for nearly 25 years he has been selling Herrick's remedies to nearly every jobbing druggist in this state west of Utica, visiting them twice a year.

No proprietary remedies are better known to the people in general than those manufactured by Dr. Herrick's Family Medicine Company, and Herrick's Almanacs are always at a premium. Without merit of their own these medicines could never have attained the place they now have in the public esteem. But Mr. Whitney has certainly done a great deal to make them popular. By his thorough and honest business methods he has won the confidence of his customers and established a reputation worthy of mention. While others have grown weary after a few years of this work and given it up, he has kept steadily at it and has truly made it a success.

Mr. Whitney was born among the granite hills of New Hampshire, but for several years past he has been a resident of Palmyra, N. Y.

BOSTON. J. L. Heilbrun, formerly with Malt Diastase Co., is now doing detail work for the Roessler & Hasselacher Co., of New York, on citrophen.

A. M. Stowe has just completed the rounds in this section and found everything in flourishing condition. He most ably represents Upjohn Pill and Granule Co., of Kalamazoo and New York city.

W. H. Lowe has many friends on his route, and the firm of Fries Bros., New York city, is fortunate in the possession of this genial salesman.

The weather is no more wintry in this part of the country. It is suspected that the sunny disposition of Rudolph Wirth has warmed the atmosphere. His usual visit brought the expected result, and all parties concerned are pleased.

Donald Wilson, representing W. J. Bush & Co., New York, has been pushing business in essential oils, and has just completed a successful trip.

G. Martin, of New York, has been in town for a few days recently on business.

BUFFALO. Our regular caller, A. J. Mansell, who comes in the interest of the New York house of Peek & Velsor, crude drugs, etc., has just paid us another visit and gone on his way rejoicing.

George E. Burrows has lately made his regular call here in the interest of Schieffelin & Co. and taken some good orders in the line of druggists' sundries and the like.

F. E. Moore, whose announcement card is in so often and which is closely followed by himself, has been here again and carried forward the interests of the importing house of R. Hillier's Son Co.

R. S. Arcularius, special representative of the perfumery and toilet soap firm of Muehlens & Kropff, took some good orders here this month for delivery before the holidays, which come especially in his line.

Halsey H. Cheney sends us the announcement that he will, after the beginning of the new year, represent the firm of Glanzer Freres & Rheinboldt, American agents for the Dupont brushes.

P. R. Lance, so long the trusted salesman for William R. Warner & Co., manufacturing chemists, comes to us again, just in time to get home before the holidays.

"Old and tried," says some one when referring to the announcement of Walter D. Breen, who has lately been here selling the goods of the Tyler & Finch Co., vanilla, etc.

The R. Hoehn Co. sends to the Buffalo druggists its best salesman, T. M. Stewart, who is as usual carrying a full line of thermometers, hypodermic syringes, needles and that class of goods.

ROCHESTER. W. A. Briggs, of W. A. Briggs & Co., of Buffalo, N. Y., manufacturers of "Shoo Fly" paper, called on the druggists here a few days ago.

Mr. Westlake was here a short time since in the interests of Rogers & Pyatt, of New York, importers and manufacturers of shellac and varnishes.

T. H. Marshall, representing the Abbey Effervescent Salt Co., took the orders of the Rochester druggists for his line of goods this month.

Charles H. Sutherland was in Rochester recently in the interest of the B. F. Goodrich Co., of Cleveland. Mr. Sutherland carries a fine line of samples, and left the druggists here with large orders.

W. D. Breen called on the trade here the first of the month, in the interest of Tyler & Finch, with a full line of vanilla beans and crude drugs.

E. A. Coffin, of Ladd & Coffin, proprietors and manufacturers of Lundborg's perfumes, was here a few days ago, taking orders for perfumes. Mr. Coffin is an ideal salesman, and that means he was successful in getting some fine orders.

PHILADELPHIA. A. O. Rich has been here in behalf of Smith Bros., of Poughkeepsie, N. Y., and departed in that happy frame of mind resulting from success.

George D. Feidt & Co. will relinquish the agency for J. Ellwood Lee's goods on the 15th of January.

F. M. Apple, who had charge of the malted milk exhibit at the Export Exposition, will also have charge of the exhibit for the same firm at the Food Exposition, which opens in this city Jan. 15.

CINCINNATI. T. J. Worman, representing E. & C. Wood, the brush makers of New York, was here this week.

Cincinnati druggists and jobbers received a call this week from S. B. Thorp, representing William H. Noyes & Brothers, comb manufacturers, of Binghamton, N. Y.

A nice line of perfumes was shown here during the past week by C. S. Welch, the popular representative of the Crown Perfumery Co.

George Bude, the clever manager of the sundry department for the Stein-Vogeler Company, reports a large holiday business in his line.

CLEVELAND. Grover Cleveland Healy closed the season at Cleveland and spent the holidays with his bride at Columbus, O. The Buckeye capital is now headquarters for George since he committed matrimony last October. Mr. Healy will begin his tenth year with Johnson & Johnson January 1, 1900.

C. E. Carter, of Johnson & Co., Philadelphia, has been working Cleveland with two understudies. Mr. Carter is one of the best known specialty salesmen in the business and has introduced to drug trade many articles which have long since become staples.

DETROIT. Sam Cohen closed the year here for Lehn & Fink and has signed with them for another year. He succeeds J. S. Blitz, who had covered the territory seven years, and is doing well.

T. H. Cheetham finished his year's work here December 16 and went to Chicago to rest till January 10. He begins on his fourth year with Lazell, Dalley & Co. in 1900.

Whirlwind Blitz spent two weeks successfully here and went over into the Hoosier State to close the year. He says the J. Ellwood Lee Co. is to work for him another year. In Dayton, O., they tell that Blitz was invited by Johnnie Mayer to ride behind his high-stepper and both were thrown from the carriage. Blitz says he did not mind the physical pain of being thrown out, but it hurt his feelings.

CHICAGO. G. F. Rogers, representing Robert Stevenson & Co. in Northern Indiana, is now making his headquarters at Elkhart. He was formerly at Valparaiso.

John F. Matthes, Chicago, manager for Whitall, Tatum & Co. is absent on a trip to New York and Philadelphia. Before his return he will have plans mapped out for the business of the coming year.

ST. LOUIS. Mr. Heath, representing the well known firm of J. L. Hopkins & Co., of New York city, has been in this city, winding up business for the old year.

Mr. Dromberger has been stirring up business at this point during the past few days for the firm of Thurston & Braidisch, of New York city.

F. M. Odens, general salesman for Parke, Davis & Co., has been spending a few days with the boys at the local office.

J. G. Churchman has recently gone on the road for the Moffit-West Drug Co., of this city. He will represent that firm in Kentucky.

The following representatives of the Moffit-West Drug Co. will arrive at headquarters in a few days, where they will post up for the new year: G. E. Steinmager, W. A. Reins, G. H. Lane and C. E. Chandler.

The following representatives of the J. S. Merrill Drug Co., of this city, will spend the holidays at headquarters: A. L. Swinney, Maj. A. J. Anderson, H. I. Lower, George Conneley and G. H. Groves.

Filo Hall, head creditman and auditor of the various branches of Parke, Davis & Co., has been spending a few days in this city on his way home from Kansas City.

Frank L. E. Gauss, in charge of the local office for the Searle & Hereth Co., is spending a few days at headquarters in Chicago.

R. L. Fowler, representing Schieffelin & Co., of New York, has been stirring things up among the local jobbers. He has a host of friends at this point.

To Change Their Positions January 1.

J. C. Antrim will represent C. B. Woodworth Sons' Co., perfumers, of Rochester, after Jan. 1. Mr. Antrim has been selling perfumes for Lazell, Dalley & Co. for several years, and is well known here as an energetic and thorough salesman.

George E. Zimmerman, who for the past three years has been employed as traveler for Alfred Wright, retires from the perfume business with the close of the year.

Sibley, Lindsay & Carr have secured the services of George Page for their drug department. Mr. Page has many friends here, having at one time been with the firm of Hyde & Page, but of late years he has been traveling for Henry K. Wampole & Co.

John Wright returns again to his old field of labor as traveling salesman for Alfred Wright. For some years he has been engaged in the fruit juice business in Washington, D. C.



Review of the Wholesale Drug Market.

It should be understood that the prices quoted in this report are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.

NEW YORK, Dec. 23, 1899.

Conditions of the Trade.

As usual at this period of the year, the volume of business transacted in the several departments of Drugs, Dyestuffs and Chemicals, shows a slight shrinkage. Dealers show a reluctance to make purchases in excess of current requirements, especially since stock-taking absorbs so much of their attention. The distribution from jobbers to retailers continues, however, of satisfactory proportions, and the trade in holiday goods has been quite satisfactory. As regards prices, the tendency is still upward, many of the staple drugs being maintained at a high range. Quinine has recovered somewhat, and a noticeably firmer feeling prevails among manufacturers. Carbolic acid reflects the prevailing political situation, and the increased demand for the acid for use in war both in the preparation of explosives and for the hospital service has served to create a scarcity which has hardened values materially. Ipecac is held less firmly, and it is gratifying to note that the long mooted question of the importation of the Carthagena variety promises at last to come to a head. The Committee of Importers of Drugs and Chemicals of the New York Board of Trade and Transportation submitted a report at the meeting held on the 21st inst., explicitly recommending the admittance of the Carthagena root, giving as a reason for this recommendation the fact that this root contains as high a proportion of the active principle emetine as does the Rio root, which has heretofore been the only one admitted at the Port of New York. The proposed change will be sure to meet with the approval of every dealer.

The year just drawing to a close has been a very satisfactory one from a business standpoint, notwithstanding the conservatism which has characterized the operations of the trade generally during the period. The price fluctuations of the past fortnight are tabulated below:

Higher.	Lower.
Quinine.	Cuttlefish bone.
Quince seed.	Thymol.
Colchicum seed.	Balsam Peru.
Lycopodium.	Balsam tolu.
Carbolic acid.	Formaldehyde.
Benzoic acid, English.	Canary seed.
Menthol.	Juniper berries.
Gum myrrh.	Oil cassia.
Eserine.	Oil sassafras, synthetic.
Pilocarpine.	Ipecac root.
Veratrine.	Hyoscyamus.
Celery seed.	Ergot, German.

Higher.

Cantharides.
Aloes.
Gallic acid.
Senega root.
Camphor, monobrom.
Beeswax.
Mexican sarsaparilla.
Salicylate soda.
Salicylic acid.

DRUGS.

Alcohol is meeting with about the usual consuming demand and the tone of the market is steady at \$2.40 to \$2.42 as to quantity, less the usual rebate. Wood is selling fairly at manufacturers' prices, or say, 90c. for 95 per cent.

Aloin is in slightly limited stock, and with a good demand experienced and the crude material in firmer position, values are well sustained at 45c. to 50c.

Caffeine is less actively inquired for, but manufacturers' quotations are unchanged at \$3.75 for bulk.

Cantharides are offered less freely, holders of Russian entertaining firmer views in the face of strong markets abroad. For the available supply, which is limited, 53c. to 55c. is asked as to quantity and quality. The stock of Chinese is exceedingly limited and concentrated in the hands of one or two holders, who ask 55c.

Cocaine continues scarce and firm, and only small lots are obtainable at the range of \$6.00 to \$6.20 for bulk. The crude material is in strong statistical position, and the tendency of the salts is upward.

Colocynth apples have received little or no attention during the interval, such sales as have come to the surface being of a small jobbing character mainly.

Cubeb berries have developed no action of any consequence, either as regards price or demand. Values are easier if anything, and small lots of whole have changed hands since our last at 6c. to 8c.; powdered quoted 10c. to 12c. as to quantity and quality.

Buchu leaves, short, continue in firm position in the face of strong advices from primary sources. Stocks abroad are said to be nearly exhausted, and the prospect of obtaining new supplies are exceedingly dim in view of the protraction of the Boer war. All our supplies of buchu come from South Africa.

Ergot, German, is weak and unsettled. Recent cable advices from Hamburg show a weaker feeling, and quotations are a shade lower, though as yet there appears to be no urgency to realize on the part of holders; 50c. to 51c. is now named for spot and parcels to arrive, while Hamburg quotes 47½c. to 48c.

Cod liver oil is developing a firmer tendency, though prices are nominally unchanged, the better known brands being still quoted 26c. to 27c.

Cacao butter is now held at 43c. for bulk and 44c. to 45c. for cakes in 12-lb. boxes. The article is meeting with increased attention in a jobbing way.

Camphor, monobromated, reflects the position of the gum and manufacturers' quotations are higher, \$1.10 to \$1.15 being now asked.

Benzoic acid, English, continues in firm position, and values are well maintained at the recent advance to 12c. per ounce.

Burgundy pitch is not inquired for to any extent, but values are maintained with some firmness, owing to a slight scarcity of stock; 2½c. to 3c. is quoted as to quantity.

Balsams: Copaiba, Central American, continues in fair jobbing demand at all previous prices. Tolu continues inactive and quoted 31c. to 33c. Peru is offered with increased freedom at a slightly lower range, or, say, \$1.60 to \$1.70. Fir, Canada, is also easier, but prices remain at the previous level.

Eserine is higher in view of increased import cost of calabar bean, and the revised quotations for sulphate and salicylate are 6c. per grain in 5-grain vials.

Lycopodium is held with increased firmness. Offerings are made with some reserve at the range of 45c. to 46c., and 50c. for ordinary and politz respectively in case lots.

Menthol continues in firm position and values are maintained steadily upon the basis of \$3.00 to \$3.15; we hear of small sales at the inside figure.

Opium has improved appreciably since our last in view of strong advices from the producing centers. Sales are reported in Smyrna of some 60 cases at the equivalent of \$3.15, duty paid. Importers are firm in their views at \$3.15, while broken packages offer at \$3.20; powdered is maintained at \$4.00 to \$4.15.

Quinine is firmer and higher, following the bark sales in London, which realized fully 10 per cent. above the unit of the last Amsterdam sale. Domestic manufacturers now quote 30c. to 32c. for bulk, but the demand is of a very hesitating character, and purchases for speculative account are the exception.

Senna continues scarce, and the market for all varieties is firm. Natural Alexandria held at 12c. to 15c., and garbled and sifted 18c. to 30c.; Tinnevely quoted 12c. to 20c. as to quantity.

DYESTUFFS.

Cutch has continued in fair request during the interval with store goods held at the range of 5c. to 6c. for bales and 6c. to 10c. for boxes.

Divi divi has sold actively, and with a small stock in hand, holders ask \$45.00 to \$50.00 as to quantity and quality.

Nutgalls, blue Aleppo, continues quiet, but the market is steady in tone at 16c. to 16½c.

Sumac, Sicily, is in somewhat depleted stock and held at the full previous value of \$65.00 to \$66.00 for No. 1 ground.

CHEMICALS.

Alum continues in firm position with the demand of average proportions; lump quoted \$1.75 to \$1.85, and ground \$1.85 to \$1.95.

Acetate of lime has been advanced to \$1.05 to \$1.10 for brown, and \$1.50 to \$1.55 for gray, with a corresponding advance in the price of acetone.

Arsenic, white is dull, but no quotable change in price is noted; quoted 4½c. to 4¾c.; red Saxony, 8c. to 8½c.

Bleaching powder is maintained firmly at the quoted range.

Carbolic acid is higher and held with increased confidence. While small lots may yet be had at 20c. to 22c. for bulk, and 27c. to 30c. for pound bottles, a higher range is asked in most instances and a further advance is anticipated.

Citric acid is quiet and without action of consequence. The demand continues of moderate proportion and 35c. to 35½c. is paid.

Chlorate of potash is maintained with a fair show of steadiness at 9¼c. to 9½c. for crystals and 9½c. for powdered, with a fair distributive demand reported.

Cream tartar is passing out quite actively to the trade, and manufacturers' prices are well maintained at 22¼c. to 22½c. as to quantity.

Formaldehyde continues in abundant supply, and offerings are free at a slight decline from previous prices, or say, 16½c. to 17c. as to quantity.

Nitrate of silver does not vary from 40c. to 41½c., and a moderate trade is reported at this range.

Oxalic acid continues in steady consuming demand at the previous range of 6c. to 6½c.

Tartaric acid is held by the manufacturers at 32c. to 32½c. for powdered, with only ordinary jobbing sales.

Barium chloride is reported scarce and higher prices are the rule; quoted \$36.00 to \$37.50 per ton.

Pyrogallallic acid is higher, manufacturers having marked up their prices to the basis of \$2.40 to \$2.50 for bulk.

Gallic acid has been advanced by the manufacturers and the tendency of the market is regarded as upward. While small lots in second hands could probably be obtained at 65c., the current quotation is now 68c. to 70c. as to quality. There is a great scarcity of galls, the stock of Smyrna in the London market being almost exhausted.

Naphthaline continues held and selling at 2½c. for flake and ball, and the market is firm at this range.

Salicylic acid is higher in sympathy with the increased cost of crude material—phenol—and manufacturers' quotations are now 42c. to 44c. as to quantity.

Salicylate of soda has been advanced to correspond with the higher range for acid, and 41c. to 43c. is named as to quantity.

Thymol continues in firm position, with prices well maintained upon the basis of \$2.75 to \$3.00.

ESSENTIAL OILS.

Anise continues dull, and sales are making down to \$1.50.

Cassia has continued in steady moderate request, but the market is less firm in tone, and the market quotation is now 82½c. to 90c., as to quantity and quality.

Citronella has met with increased attention, the business of the fortnight aggregating fully 45,000 lbs., for which 24c. was paid in some instances. The market closed stronger, 24c. being named for cans.

Lemon and orange remain quiet, with no change in values.

Limes have advanced owing to scarcity and holders now ask \$2.25 to \$2.50.

Wormseed is in better supply and this, coupled with competition between holders, has sent down prices, the current quotations being \$1.25 to \$1.50.

Sassafras, synthetic, is quiet, and values have eased off a trifle.

Pennyroyal is yet held at the range of \$1.35 to \$1.40, but only a jobbing business is reported.

Wintergreen remains quiet at nominally unchanged prices.

Peppermint shows no action of any consequence either as regards price or demand; bulk quoted 90c. to \$1.05, and HGH in bottles, \$1.15 to \$1.20.

GUMS.

Aloes continue scarce for the different varieties, and the small available supply is under good control. The revised range is given in our Prices Current.

Asafetida continues in good demand, but supplies are not coming forward freely and holders offer with considerable reserve at 16c. to 25c. as to quality.

Arabic, first picked and sorts are generally higher, 53c. to 56c. and 16½c. to 17c. being paid for the respective varieties.

Senegal has sold well in a jobbing way during the interval, and the tone of the market is firm at 15c. to 24c. for picked; 13c. to 14c. for sorts, and 8½c. to 14c. for siftings.

Tragacanth is working into strong position, and the quotations of the market are well sustained at 60c. to 70c. for first Aleppo; 50c. to 60c. for second, 75c. to 85c. for first Turkey, 50c. to 55c. for second and 40c. to 45c. for third.

Myrrh is scarce and firmer and the price has been advanced to say, 18c. to 20c. as to quantity and quality.

ROOTS.

Aconite, German, is about out of market, and higher prices are asked for so-called German and for Persian and Japanese.

Althea, cut, is held higher, recent sales being at 15c. to 17c.

Senega, Western, is in small supply, and prices have been advanced to 50c. to 52½c.

Golden seal is dull, and recent offerings have been at 60c. to 65c. as to quantity and quality.

Sarsaparilla, Mexican, is in small supply and under good control at an advance of ¼c.

Jalap is in rather limited stock, and 13c. to 14c. is now asked for jobbing quantities.

Ginseng meets with only moderate inquiry, but owing to scarcity, holders make no effort to increase the distribution, and quotations are firm at \$5.50 to \$5.70.

SEEDS.

Celery meets with only a moderate inquiry, but values are well sustained at 6¼c. to 6½c.

Canary is somewhat irregular; primary markets are cabled firm owing to scarcity of supplies. In the absence of important demand Sicily is obtainable at 3c. to 3¼c. and Smyrna at 2¼c. to 3c.

Hemp continues in moderate demand, with Russian quoted at 2¼c. to 3c.

Rape continues to offer at 2¼c. to 3c. for German, with, however, only small sales.

Sunflowers have been received in large quantities during the past fortnight, and in the absence of any important demand, the market is weaker in tone, with the quoted range 2½c. to 3c.

H. K. Wampole & Co., of Philadelphia, are launching out in the business of making druggists' specialties and are certainly turning out some fine work.

TO REVISE DRUG STANDARDS.

Importers Propose to Admit Carthagenia Ipecac.

The Stamp Tax.

The Drug Trade Section of the New York Board of Trade and Transportation met at the regular monthly session on the 21st inst.

The Committee on Legislation submitted a memorial to Congress petitioning for the repeal of Schedule B of the Stamp Tax, or in default of such repeal, for the broadening of the tax so as to cover all proprietary preparations whether medicinal in their character or not, and a reduction of the rate of tax from 2½ to 1 per cent. of the retail price of the goods. This is in accordance with the resolutions passed by the N. A. R. D., the N. W. P. A. and the Proprietary Associations of America.

To Modify Import Regulations.

The Committee of Importers reported that a conference had been held with Appraiser Wakeman and Dr. Jewett, Inspector of Drugs. The report reads as follows:

The first article taken up was Carthagenia ipecac root, which, it was stated by one member of your committee, he could buy openly as such in the market, proving that importation of the same had been made through another port than New York. Dr. Jewett stated that, as far as this port is concerned, he had uniformly rejected shipments, because this had been the practice of the Department ever since this article made its appearance, not being recognized as the true article of ipecac. It was stated that Carthagenia ipecac is sold in all European countries and that the intrinsic value (the percentage of emetine) is often higher than Rio ipecac, as this comes on the market often of inferior grades. The Appraiser suggested that if it was the sense of the trade that Carthagenia ipecac should be imported and dealt in regularly, they should get up a petition to the Treasury Department to this effect, signed by the members of the trade, and he would be glad to send it on to Washington with his comments.

The next article taken up and discussed was asafetida of a lower grade than the regulation test of 50 per cent. resin, arrivals having taken place at Philadelphia, Baltimore, Newport News and at ports on the Canadian border. Attention was called to the fact that it would not be practicable for the Government to have analytical chemists at all the ports. The Appraiser stated that all the ports of entry had been notified to send samples of any importations of this article to New York for analysis, the goods in the meantime to be held for a report. The Appraiser also acknowledged the difficulty of taking correct samples of asafetida, as the quality often varies in different parts of a case.

Other articles, such as Tampico jalap root, European rhubarb, gum guaiac of low grade, were mentioned at this conference as being imported and passed occasionally against the regulations of the Treasury Department. The Appraiser suggested that if any such cases should come to the knowledge of the trade they be reported to the proper customs authorities.

Under date of Dec. 8 a letter was received by the committee from Appraiser Wakeman stating that he had received notice from the Department that the Collector at Newport News advises the Department that all future importations of merchandise under this class will be analyzed here in New York through samples furnished before action is taken at that port, and in particular he refers to the recent large shipment of asafetida received there, samples of which are now in the United States laboratory here undergoing analysis. Your committee is of the opinion that no further action is necessary on asafetida, and recommend that the Treasury Department be petitioned to admit importations of Carthagenia ipecac root.

The report of both committees were accepted, the recommendations adopted and the Secretary instructed to lay them before the proper authorities and the committees instructed to urge the adoption of their suggestion by Congress.

One of the largest chemical manufacturing concerns in the world is that of C. F. Boehringer & Soehne, whose New York office is located at 5 and 7 Cedar street. The full list of the "B. & S. Brand" chemicals is too long for reproduction, but it is acknowledged that they are headquarters for every product they list, and that they are the largest makers in the world of quinine sulphate and cocaine salts. The highest standard quality at the lowest current prices is the motto of the house, which will mail full descriptive price list to druggists on request. At the same time it is advisable to mention where you saw the suggestion.

Supplies for caged songsters should always be of the best, and wide-awake druggists know that the foods manufactured by M. A. McAllister, successor to F. E. McAllister, of 69 Cortlandt street, New York, have been the standard for over twenty years, and are his steadiest customers. McAllister's Mocking Bird Food, Imported Mixed Bird Seed, Sheppard's Song Restorer, etc., are all desirable staples. Mention the AMERICAN DRUGGIST in writing.

There is nothing of an experimental nature in the specialties advertised by the Norwich Pharmacal Company, 51 B, John street, New York, and there is big money to be earned in pushing them. There have been many duplicate orders for the "Norwich" urethral crayons, and as there is no selling price printed on them, and they are not sold at retail by the manufacturers, druggists have a clear field. Added to the "Norwich" gonorrhea guns, which are clean, convenient and durable, they make a perfect treatment and the dealer's money is doubled if they are retailed at \$1. Send for the booklet, "The Modern Treatment," and follow it up with your orders, mentioning this journal when writing.

Some of the finest drug fixtures that ever graced a pharmacist's establishment have been made by Alexander H. Revell & Co., and druggists who need anything in that line and want their orders filled promptly should write direct to the factory at 431 Fifth avenue, Chicago. If not in an immediate hurry, the druggist contemplating changes should send for the No. 8 catalogue. Mention the AMERICAN DRUGGIST when writing.

Up to the time that Anusol Suppositories were put on the market, effective treatment for haemorrhoids was difficult to obtain. Now druggists can recommend this combination of bismuth with iodo-resorcin-sulphuric acid with confidence. Write for literature on the subject to Schering & Glatz, 58 Maiden Lane, New York, mentioning this journal.

An excellent preparation which druggists should always keep in stock is liquid rennet, manufactured by James T. Shinn, Broad and Spruce streets, Philadelphia. It is made from calves' rennets by a reliable formula. It coagulates milk without previous preparation, and is most convenient for making junket or curds and whey.

Start the New Year with a new scale! One of the finest ever offered is the new \$20 counter scale manufactured by the Springer Torsion Balance Company, of No. 92 Reade street, New York. It has a ground glass case and is very handsome and accurate, being sensitive to two grains, and being capable of bearing a

load of 20 pounds without any damage whatever. The pans are eight inches in diameter. Of course they have other scales and it will pay druggists to send for a catalogue. Mention the AMERICAN DRUGGIST when doing so.

A specific for rheumatism is called for during the winter months more often than some druggists imagine. Those who are not already supplied should write for Sulphydrol to the Sulphydrol Pharmacal Company, of Detroit, Mich., mentioning where they saw the advertisement. Sulphydrol is an alkaline sulphur solution for cutaneous diseases and rheumatism, and has been proven effective.

The cleanly druggist is the successful druggist. One of the cleanest and most convenient cheap ointment boxes is that manufactured by the Seamless Metal Ware Company, of 35 Nassau street, New York. It has a beveled shoulder which prevents the inside cover from becoming soiled, a curved corner which prevents waste of contents, and large label space, which proves a great convenience in prescription work. Send for samples of this and other wares, and don't forget to mention the AMERICAN DRUGGIST.

Druggists who manufacture their own perfumes know that it is not an easy task at times to get pure ingredients. This is particularly true of Attar of Roses. Botu, Pappazoglou & Co., of Kazanlik, Bulgaria, send over an otto of guaranteed purity, for which W. P. Ungerer, 18 Cedar street, New York, is sole agent. It is known as Rose d'Or. Those corresponding with Mr. Ungerer should not forget to mention this journal.

In ordering bottle stoppers for cork and screw neck liquid and powder bottles, from their wholesale dealers, druggists should not forget to specify those manufactured by A. H. Weiz, of 913, 915 and 917 Cherry street, Philadelphia. The new style caps made by this house need not be removed. Mr. Weiz, is also sole manufacturer of the Cooper patent pill machine, and of a number of other pill machines and hand pill compressors.

It is claimed by Walter F. Ware, of No. 512 Arch street, Philadelphia, that the "Mizpah" pessary, which he manufactures, has the indorsement of physicians, and what is even more important, that it does what it is recommended to do. It will pay druggists to send to Mr. Ware for descriptive circulars and prices, mentioning this paper.

Liberal discounts are offered to the trade by Whitall, Tatum & Co., of 46 and 48 Barclay street, New York, to the purchasers of their two latest novelties—the W. T. & Co. nebulizer, which is sold, each in a handsome paper box, at \$18 per dozen list, and their W. T. & Co. pocket atomizer, quoted at \$8 per dozen. Each is the latest and best specimen of its kind. Mention the AMERICAN DRUGGIST when writing them for descriptive circular.

Licorice is a staple article in constant demand from druggists during the winter months, and those pharmacists are not alive to their own interests who fail to put in a big supply of the corrugated Y. & S. stick licorice, just put on the market by Young & Smylie, of Brooklyn, N. Y. These sticks come packed 80 in a painted wooden box, and are easily broken into convenient sizes. Orders

are coming in fast and the novelty of the stick is likely to keep it going for many months, aside from its real value in throat affections. When you write please mention this journal.

Mr. Dooley's Cure.

If a man has a col' on the chest, get Casey's mixture fr man an' baist, put him in bed, slap a mustard plaster on him that'll keep his mind employed, an' lave thim fight it out. May th' best man win. If the patient's alive in th' mornin' he'll not have stren'th to cough.—"Mr. Dooley," in the Ladies' Home Journal.

"Therapeutic Progress."

Druggists who are interested in the therapeutic applications of the newer remedies—and we presume all druggists are—should write to Victor Koechl & Co., 122 Hudson street, New York, for a copy of their monthly bulletin, "Therapeutic Progress." The December number, which has just been issued, contains information about a number of medicinal compounds of the synthetic series, which are in everyday use by physicians.

A Most Advantageous Offer.

Espey's Favorite Cream has long been a staple article in the drug trade. In order to interest the retail trade in pushing it, the manufacturer, P. B. Keys, Agent, 111 South Center av., Chicago, makes a special combination offer of twelve dozen Espey's Cream, 25c. size, and 1,000 Espey's Junior Cigars, the retail value of which amounts to \$86.00, for the exceedingly low price of \$40.00.

This offer is made as an inducement to enterprising druggists to push the sale of Espey's Cream, and the introduction of the cigars as an inducement, nets an actual loss to the manufacturer of the Cream, who is making an experiment in giving to the retail druggist in the shape of the cigars, the money formerly spent by him in printing advertising matter.

Up-to-Date Blackmail.

A Vienna medical student is stated to have surreptitiously obtained a bottle of bacilli from his professor. He then sent a blackmailing letter to an elderly lady of great wealth, stating that unless a specified sum—10,000 florins—was sent to a certain address, the bottle containing bacilli of various infectious diseases would be opened in her room, the effects of which would be almost certainly fatal. The letter was referred to the police, and the medical student instead of receiving the 10,000 florins got 18 months at hard labor.

An Award for H. B. & W. Goods.

The committee of awards of the Export Exposition, recently held in Philadelphia, conferred on Hance Bros. & White the silver medal and diploma on account of the high excellence of their pharmaceutical products. The honor in question was for first grade of merit, and is, of course, duly valued on that account. The committee was composed of representatives of the Franklin Institute and the Philadelphia Museums respectively.



HEARN WEST FOURTEENTH STREET,
NEW YORK.

NO DRUGS
LIQUORS
GROCERIES **BUT** EVERYTHING
IN
DRY GOODS.

Pabst
Malt Extract
The "Best" Tonic

Hunyadi János

BEST NATURAL APERIENT WATER.

"The Prototype of all Bitter Waters."—The Lancet, London, 1896.

Hunyadi János is the only natural aperient water imported to this country from the "Hunyadi Springs" of Hungary.

No druggist should be without it, it being a household article well advertised and always in demand.

FOR PRICES AND TERMS APPLY TO

ANDREAS SAXLEHNER, 130 Fulton Street, New York

BRANCH OF THE

FIRM OF ANDREAS SAXLEHNER, Budapest, Hungary

SOLE PROPRIETOR OF THE HUNYADI SPRINGS.

Kindly mention AMERICAN DRUGGIST when writing to Advertisers.

Kipling and Beecham.

Among those who have made the highest bids for the original manuscript of Rudyard Kipling's poem, "The Absent-Minded Beggar," which is being sold for the benefit of the wives and children of the British reservists who have been ordered to South Africa, is Mr. Beecham, of St. Helens, England, who offered \$525 for it.

Mr. Beecham's name is familiar to every newspaper reader in America, as he is proprietor of the famous pills which bear his name. In addition to being a lover of things artistic, he is also a most public spirited man. The great manufacturing center of St. Helens, of which his enormous factory is one of the largest industries, recognized his good services to the town by electing him, recently, to the mayoralty, backed by the unanimous petition of the municipal council of St. Helens. Without doubt that executive ability which has assisted him so materially in building up his vast enterprise will be of great service to his fellow-townsmen.

A Hair Regulator for a Liver Tonic.

A story, which makes it appearance in the drug journals at periodical intervals, has to do with Central America and the propensity of the natives for experimenting with all kinds of remedies. It seems that five or six years ago (so the story goes) a consignment of goods got mixed up, and a druggist in one of the five republics received a keg of liver-regulator and a crate of empty bottles for hair-tonic—the medicine and bottles are generally shipped separately to dodge a clause in the tariff-schedule—and another druggist, miles away, got the other part of the order. Druggist No. 1 was in a quandary at first, but the labels were very pretty, so he finally filled the hair-tonic bottles with the liver-regulator, which soon had a great run; but the man was haunted with the idea that the other fellow had palmed off hair-tonic for liver-regulator and poisoned a whole district. The other man turned up one day and admitted he had put the hair-tonic in the liver-medicine bottles, and was more than satisfied with the result, as he had received a lot of testimonials certifying to remarkable cures.

A Good Brooklyn Factory Building to Let.

The Paddock Cork Company, of Brooklyn, who are erecting a large new factory, offer their present factory building, at Nos. 21-23 Dodworth street, for rent. It comprises about 10,000 feet of floor space, is well lighted on all sides and from the top by a skylight, is provided with power, and is well suited for many lines of manufacture allied to the drug trade.

Through Colorado.

The Denver & Rio Grande Railroad, with its numerous branches penetrating the Rockies, has two distinct and separate lines across the mountains. Tickets reading via the "Scenic Line" between Denver and Grand Junction, in connection with the Rio Grande Western Railway between Grand Junction and Ogden,

are available over the Denver & Rio Grande either via its main line through Leadville and Glenwood Springs or via the line over Marshall Pass and through the Black Canon. Tourists to and from Salt Lake City, Ogden or San Francisco will find it to their advantage to have their tickets read in both directions via "The Scenic Line of the World," thus being able to use one of the above routes going and the other returning. Write S. K. Hooper, G. P. & T. A., Denver, Col., for illustrated pamphlets.

Trade-Mark Infringement in Washington.

We present below copies of the papers in a case now before the Supreme Court of the District of Columbia, which will undoubtedly interest a great many of our readers. The laws governing the matter of trade-marks in the District of Columbia differ materially from the State laws in force elsewhere and require very drastic revision.

Newburg, N. Y., Dec. 6, 1899.

Sir: The suit instituted by us against Rufus K. Helphenstine and others in Washington, D. C., for the protection of our registered Trade-mark "TERRALINE" is yet pending and will be rigidly prosecuted. A temporary injunction granted at the time our suit was filed, was recently dissolved, and herewith we present a copy of an order to show cause why a permanent injunction should not be granted.

Until a final decision in this cause we caution all persons against handling counterfeit "TERRALINE," as we shall protect the trade to full extent of the law. Very truly yours,

HILLSIDE CHEMICAL CO.,

R. H. Cathcart,
Secretary and Treasurer.

IN THE SUPREME COURT OF THE DISTRICT OF COLUMBIA.

Hillside Chemical Co., a Corporation, vs. Glyza Chemical Co., Rufus K. Helphenstine and John B. Danforth. No. 20,729 Equity.

Upon consideration of the amended bill and the affidavits filed therewith, it is, this fifth day of December, A. D. 1899, ordered that said defendants, and each of them, show cause on or before Monday, the 18th day of December, at 10 o'clock, why they should not be enjoined as prayed for in said bill.

(Signed) A. B. HAGNER,
Associate Justice, S. C. D. C.

A true copy. Test:

J. R. Young, Clerk.

By J. C. Williams, Assistant Clerk.

Henry M. Earle, 46 Cedar street, New York, solicitor for complainants.

[Seal.]

Supreme Court of the District of Columbia.

Druggists who wish to protect themselves and their patrons against any imposition should be sure when purchasing Terraline to obtain the genuine article, made by the Hillside Chemical Company, of Newburgh, N. Y., who are the lawful successors of the Terraline Company, formerly of Washington, D. C.

Awarded Highest Prize.

Every druggist will be interested to learn that Eskay's Albumenized Food was awarded a Silver Medal and Diploma at the National Export Exposition recently held in Philadelphia.

This was the highest prize to exhibitors given by the Committee of Award from the Franklin Institute, and is additional proof (if any were needed) of the correctness of the claims of the manufacturers for this food. A first-class Diploma and Medal was also awarded Eskay's Food at the Greater American Exposition, Omaha, Neb.

Eskay's Food is the only food containing animal and vegetable matter in the form of egg albumen in combination with selected cereals. It nourishes from infancy to old age.

The Best Thing Scott Ever Wrote.

"Are you fond of literature?" he inquired, with assumed carelessness, but he was watching her attentively. "Passionately," he replied, "but I get so little time to read anything except the chronicles of my profession. Ours is a most exacting art, but I love books dearly." "Then you must admire Sir Walter Scott? Is not his 'Lady of the Lake' exquisite in its flowing grace and poetic imagery?" "It is perfectly lovely," she assented, clasping her hands in ecstasy. "I suppose I have read it a dozen times," "And Scott's 'Marmion,' he continued. "It is perfectly grand," she murmured. "And 'Scott's Emulsion'?" he continued, hastily, for a faint suspicion was beginning to dawn upon him. "I think," she interrupted, rashly, "that it's the best thing he ever wrote."

Chuit, Naef & Co.'s Viozone.

W. P. Ungerer, essential oils and perfume products, 18 Cedar street, New York, directs attention to an ingredient destined to be actively employed by perfumers in the near future, and states that they are first in the field with the new product. In a recent communication to the AMERICAN DRUGGIST W. P. Ungerer calls attention to the fact in connection with the introduction of new perfume ingredients, that some such ingredients are new odor effects. Others are concentrations of familiar odors which enable the manufacturer to dispense with unnecessary labor.

Mr. Ungerer says:

"Viozone combines these two.

"It has its own individual beauties and in addition when it is placed in alcoholic solution, it gives a lavage effect stronger than the first washing of a supersaturated pomade of violet.

"A satisfactory concentration of Violet has long been desired, not only for easy manipulation in extracts, but also to impart this queen of odors, singly or in combination, to face powders, sachet powders, talcum powders and to various toilet requisites."

"Viozone is a synthetic product, giving such a concentration. As such, the new perfume product is easily manipulated, being soluble in the principal solvents used in the manufacture of perfumes, alcohol, vegetable oils, etc., and while presenting a perfect Violet effect has an exquisite individuality of its own.

The new factory of Chuit, Naef & Co., of Chemin de la Poterie, Geneva, Switzerland, on the Queue d'Arve, near Geneva, will be ready for occupancy next month. The new factory will cover a square acre of land, and will be, without doubt, the largest in the world devoted almost exclusively to the manufacture of synthetic perfumes. The firm's specialties are Vanilline, Conmarine and Gugeride, the latter being a saccharine preparation which is meeting with great favor in this country.

\$5.00 for an idea. Put your idea in words and send it to the Prize Essay Editor.

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